

ST. PAUL'S TELEGRAPH, FRIDAY, OCTOBER 15, 1971.

**BARCLAYS**  
TART BANK  
BATTLE

Rate reduced to boost lending

By KENNETH FLEET, City Editor

BARCLAYS BANK yesterday cut its base rate for lending from 5 per cent. to 4½ p.c., the first move in this key rate since the bank rate was scrapped.

Rates of interest on deposit accounts and current accounts will fall from 3 p.c. to 2½ p.c. John Thomson, chairman of Barclays, said he hoped the cut in overdraft rates would "act as a stimulus to borrowing and a spur to industrial activity."

The decision took the other clearing banks by surprise. One of them had been debating whether it would be necessary to move its base rate down if Bank rate had been reduced yesterday from 5 p.c. to 4½ p.c.

Barclays stressed that the change in the base rate on a Bank rate day was purely fortuitous.

Barclays' board met as normal yesterday and took the decision to risk a reduction in the rate in an attempt to stimulate lending.

One key to Barclays' move is its large reserve asset ratio of 18½ per cent., compared with the required ratio of 12½ per cent. under the new system of bank control.

**Deposits soar**

Barclays has found deposits in the past month have been growing at a staggering rate, while industrial and commercial demand for loans has remained level.

In line with the Bank of England's new policy for competition and credit, the clearing banks' cartel on deposit and lending rates was abandoned last month.

The banks announced that from Oct. 15 their base rates would be fixed at Bank rate—5 per cent.

Prime overdraft lending rates are still fixed at one percentage point above the base rate, making the Barclays' lending rate, at top quality customers 5½ per cent.—still half a percentage point above Bank rate.

Barclays' action emphasises the break the clearing banks have made from the old arrangement whereby the Big Four banks offered and paid the same rates on deposits and on loans.

City Comment—P19

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## U.S. REVIEWS ARMS AID FOR ISRAEL

By Our New York Staff

AMERICA "is carefully reconsidering its military commitments to Israel" in the light of the new Soviet promise of additional military aid to Egypt.

This was disclosed yesterday by the American Secretary of State, Mr. William Rogers, following a meeting with Israeli Foreign Minister, Mr. Abba Eban.

Mr. Rogers deplored the news from Moscow on Wednesday indicating that Russia intends to strengthen Egypt's military capability.

**Wants Phantom jets**

"In the light of that," he said, "we have to carefully consider our position, particularly in view of President Nixon's statement that the military balance in the Middle East should not change."

Mr. Rogers' statement followed an announcement by Mr. Eban that he had asked America to resume the supply of Phantom jets that ended last July.

Mr. Eban did not disclose what the American response was but he said: "The military balance in the Middle East can only be maintained if shipments of American aircraft to Israel are resumed."

Acheson Reply to Russia—P4

## RHODESIAN BOYS CANED FOR WAR TRAINING TRIP

By Our Staff Correspondent in Salisbury

Seven Rhodesian African schoolboys who accepted £15 each to go to Zambia for training as freedom fighters during their school holidays have been sentenced to canings by the High Court in Salisbury.

The boys, aged between 17 and 20, were also given suspended sentences of five years' imprisonment.

The court was told that the boys had been entertained on two occasions at the Chinese Embassy in Lusaka, lectured on the thoughts of Mao and given instruction in the use of automatic weapons and explosives.

Their counsel said "the boys were moved by the spirit of adventure... and the vague suggestion that their prospects of further education would be enhanced."

## BEST EVER NINE MONTHS FOR ROVER SALES

By Our Motoring Staff

Rover vehicles have had their most successful nine months ever, British Leyland announced yesterday. Between January and September, 75,808 cars and Land-Rovers were sold at home and abroad, a 19 per cent. rise on the same period last year.

Land-Rover exports totalled 59,240 and home car sales 25,098.

August production figures issued by the Society of Motor Manufacturers and Traders show that British Leyland turned out a weekly average of 17,400 cars, 2,600 up on last August. Chrysler (UK) at 5,000 show an increase as do Ford with 5,200 cars, but Vauxhall's 1,600 average is a drop of 750 against August, 1970.

The industry's total production for August at 118,800 cars, is 22,800 up on last year. Average weekly production of 29,700 compared with 24,000 for August, 1970.

## ONE C-IN-C. FOR SEA-GOING NAVY SHIPS

By Our Naval Correspondent

A single Commander-in-Chief for all sea-going ships in the Royal Navy was announced yesterday by the Ministry of Defence. He will be known as Commander-in-Chief, Fleet.

From Nov. 1, Adm. Sir Edward Ashmore, at present C-in-C. Western Fleet, will assume full operational and administrative command of all warships, East and West of Suez. Rear-Adm. John Troup, the present Commander, Far East Fleet, hauls down his flag on Oct. 31.

Under the C-in-C. Fleet, will be three sea-going Flag Officers' commands.

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## Estate duty cut promised

By H. B. BOYNE  
Political Correspondent in Brighton

A STRONG hint that the next Budget will include some relief for widows from payment of estate duty on the value of the matrimonial home came yesterday from Mr Barber, Chancellor of the Exchequer.

"I promise that this very important matter is something that the family consider with great seriousness between now and the next Budget," he assured the Conservative Party Conference.

The problem had been raised in a speech by 45-year-old Mrs Daphne Monard from Portsmouth a widow for the past seven years.

She praised the Chancellor for having already raised the limit for exemption from estate duty from £10,000 to £12,500, but pointed out that she had to sell the family home because the appreciation on its value had made her husband's whole estate liable to duty.

Mr Barber has had many discussions with Treasury advisers about ways of easing the burden of estate duty on the surviving spouse and has been made well aware of the complications involved.

**Investment advantage**

For example, a house is an investment, the value of which has appreciated much more in recent years than that of many other investments.

If it were exempt from duty, the widow of the owner would be at an advantage compared with the widow of equal means whose husband, not an owner-occupier, had chosen to invest his money in some other way.

Again, would it be fair to confine the relief to widows or widowers? It could be argued that an unmarried daughter who had spent many years caring for an elderly father or mother is entitled to at least the same consideration.

There is also the fact that homes, and the ground on which they stand, vary greatly in value. This suggests that relief would have to be on a sliding scale, which might also have to take account of a widow's dependent children.

Despite all such difficulties, the Chancellor is determined to have the problem studied afresh.

Continued on Back P., Col. 5



One of the many Royal tourists in Persepolis—Princess Anne taking pictures of the ruins of the ancient Persian city yesterday.

Splendour of Shah's desert feast—P3.

## Fingerprints hunt after fire deaths

DAILY TELEGRAPH REPORTER

ALL men and youths aged over 14 living in the Listerhills area of Bradford, West Riding, are having their fingerprints taken after a fire in which three immigrant children died yesterday.

Detectives last night began the operation within a radius of three-quarters of a mile of the children's home in Cottam Avenue. They will visit about 40 streets.

Det. Chief Supt. Allen Hincliffe, head of Bradford CID, said the area might be widened. "I can't disclose why we have decided on this step, but there is a very good reason for it."

The fire in which two girls, aged 12 and 15, and a boy, aged eight, died was the 13th fire at the homes of immigrants in the city in the past four months. Police suspect all were started deliberately.

**Fire-raising fanatic**

The children's mother, Mrs Menben Parmar, 38, and another son, aged 17, were seriously ill in hospital last night. The family arrived in England from Kenya three years ago.

The dead children's father, Mr Ranchood Parmar, said at the home of relatives: "It is a mystery to me why they should do this to me and my family. We had no enemies."

A paraffin stove is believed to have been the cause of a fire at a house in Manchester in which four West Indian children died. Manchester's Chief Fire Officer, Mr Harry Logan, said it appeared the fire had been started accidentally when a heater was dropped.

## BREAD PRICES UP SOON, SAYS BAKERY CHIEF

By Our City Staff

Bread prices will have to rise soon by from 1p to 1p a loaf, Mr Harry Colbourne, chairman of United Bakers, said last night.

He was speaking on the occasion of the merger of his company, a subsidiary of Spillers, with the baking interests of J. Lyons and the Co-operative Wholesale Society. The new company will be the third biggest bread concern, with about a fifth of the market.

(City Details—P19)

## BOY STABBED IN BACK AT SCIENCE MUSEUM

By Our Crime Staff

A boy, aged 14, was stabbed twice in the back at the Science Museum, Kensington yesterday after an argument with a colour guard. He was taken to St. George's Hospital, Hyde Park Corner, where he was "satisfactory."

Philip Lewis, of Eastfield Lane, Whitechurch, Berks, was on a trip from Langrove on a trip from Langrove secondary school, Woodcote. The party split up into groups. The youth approached Philip, punched him and asked him to go outside. Philip was stabbed as they went through the door.

In March pupils from Prince Andrew's school, Heatherdown, were involved in a fight with several youths at the nearby Natural History Museum. The prince was in another part of the building at the time.

## RE-TRAINING BOOST TO CUT JOBLESS

By JOHN RICHARDS  
Industrial Staff in Brighton

BETTER Government job-finding services and a major expansion of training and re-training are priorities in the fight against unemployment, Mr Carr, Secretary for Employment, told the Conservative party conference yesterday.

He expects to introduce new measures on both issues in Parliament over the next few months.

The Government's timetable aims at starting urgent discussions with the Trades Union Congress and the Confederation of British Industry on specific proposals before the end of the year.

The role of the 28 industrial training boards is under review, and the Government's own £19.5 million training programme is already to be boosted to provide

Continued on Back P., Col. 6

## LATE NEWS

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**TURPIN'S QUICK WIN**  
Jackie Turpin, Leamington Spa waterfright, scored most exciting win of career, knocking out Barry Calderwood (Salford) in 15m, 15sec. at Southend last night.

**LAWN TENNIS**  
(Lance Tingsy: P32)  
Battrick beat Moore 2-6, 7-6, 6-1 to reach men's singles semi-finals in Eastbourne.

**WALL STREET**  
Dow Jones industrial average closed at 878.36, down 10.44.

**TV and Radio Programmes and Entertainment Guide**  
—Inside Back Page

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## Gunmen seized in Eire after border clash

By MAURICE WEAVER and COLIN BRADY in Belfast

A SQUAD of about 40 IRA gunmen waiting in ambush just inside Eire territory fought an hour-long gun battle yesterday with British troops blowing up a road on the Ulster side of the border.

Eire police and soldiers quickly set up roadblocks in the area near the village of Forkhill, Co. Armagh, and detained four gunmen carrying automatic weapons.

The IRA men fired about 300 shots in the fight. The Army, using Browning machine-guns to support riflemen, fired about 150 rounds.

The only known casualty was a British sapper, wounded twice in the leg. The driver of an ambulance trying to rescue him had to dive under the vehicle to shelter from heavy fire.

A helicopter later evacuated the wounded man to a Belfast hospital. He was not badly hurt.

The battle, one of the biggest in the Ulster crisis, broke out when a Claymore mine was detonated as two troop carriers approached a crossroads a few yards from the border.

**Helicopter hit**

Then the terrorists, lurking on high ground, opened fire.

Forty miles along the frontier, at Castlebar, Co. Tyrone, an Army Sioux helicopter reconnoitring the sparsely-wooded countryside came under fire from a group of men in fields on the Eire side.

It was hit twice, but Capt Tim Holmes, the pilot flew back to base at Omagh safely.

The Army's road-cratering operation to block gun-running routes across the border is likely to continue today. The number

Continued on Back P., Col. 3

## BOMB HITS SHIP IN IRISH HARBOUR

Merchant seamen and officers calling at Irish ports are expected to seek a "war bonus" of extra pay and insurance after a 5lb gelignite bomb exploded on a Manx cargo vessel in Cork harbour yesterday.

The explosion tore a hole in the deck of the ship, Ben Voar, 540 tons, shortly after it tied up at 2.30 a.m. No one was hurt. The Manx Government has asked Britain to make a protest and seek compensation from Eire.

The National Union of Seamen condemned the incident as "most reprehensible"

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# LYALIN DRINK CHARGE DROPPED

DAILY TELEGRAPH REPORTER

**DRUNKEN** driving charges against Oleg Lyalin, the KGB defector, were withdrawn on police application at Marlborough Street Court yesterday.

Mr D. G. WILLIAMS, for the Director of Public Prosecutions, said it had been decided "that it is not in the public interest for these proceedings to continue."

# PO RAIDERS FACE STIFF SENTENCES

**A WARNING** that heavy sentences were inevitable for anyone involved in armed raids on sub-post offices was given by Lord Widgery, the Lord Chief Justice, in the Appeal Court yesterday.

"One must face up to the unhappy fact that armed robbery on sub-post offices is extremely common at the present time," he said. "Hardly a week passes without one reading in the newspapers of sawn-off shotguns being used to terrorise sub-postmasters."

"It is the duty of the courts to exercise their powers to deter and discourage those who might find this a lucrative pursuit."

**8 years "not excessive"**  
Lord Widgery, sitting with Mr Justice Bridge and Mr Justice Shaw, said an eight-year sentence passed on CHARLES MARTIN EDWARDS, 27, unemployed driver, at the Old Bailey for taking part with two other men in an armed robbery at a Tottenham sub-post office in 1969 was not excessive.

The Lord Chief Justice said although it was clear that Edwards had acted out of character there was nothing wrong in principle with the sentence. Leave to appeal was refused.

**Leave to appeal**  
But the court granted WILLIAM ALBERT DAVIS, 27, street trader, leave to appeal against his conviction of taking part in the robbery and of armed robbery at a Newington Green sub-post office in 1969 and assault occasioning grievous bodily harm.

PATRICK COLIN MURPHY, 27, tobacconist, said by Miss Audrey Jennings, his counsel, to be serving a life sentence for murdering a Luton sub-postmaster, was granted leave to appeal against his conviction of taking part in the Newington Green robbery and of causing grievous bodily harm.

**UCS EMPLOYEE  
STOLE BRASS**  
An Upper Clyde Shipbuilders employee, was told in a Glasgow court yesterday that he should be ashamed of himself for stealing 10lb of brass from the company.

Fining Robert Bruce, 20, of St. Vincent Street, Glasgow, £10, Mr James Robertson, the magistrate, said: "At this time when you are looking for sympathy and help to keep your shipyards alive, all you can do is to help destroy them."

Lyalin, 34, was not in court yesterday.

His defection last month started a chain of events that led to 105 Russian diplomats being expelled from Britain and a number of Britons being asked to leave the Soviet Union.

The charges against him were driving while unfit through drink and failing to give breath and laboratory specimens.

He was arrested in London early on August Bank Holiday Monday when police stopped his Hillman car in Tottenham Court Road. He appeared in court later that day, described as a trade delegate, of West Hill, Highgate.

**£50 bail surety**  
He was remanded on bail in the £50 surety of Mr Aleksandr Abramov, of the Soviet embassy, but he failed to answer when he was due to appear on Sept. 30.

Yesterday Mr Williams told Mr John Hooper, the magistrate: "The Director of Public Prosecutions, to whom the case has been referred, has considered the papers and has consulted the Attorney-General."

"The decision has been reached both by the Director and the Attorney-General that it is not in the public interest for these proceedings to continue."

"Accordingly, my application is for these charges to be withdrawn."

The magistrate said: "Very well, Mr Williams. Thank you."

**Court's permission**  
OUR LEGAL CORRESPONDENT writes: Once a person has been charged and brought before the courts, leave of the court must be sought by the prosecution before the proceedings are dropped.

**DRIVER OF 78  
GIVES COURT  
HER PROMISE**  
Lady Charlotte Helen Bonham-Carter, 78, gave an assurance to North London court yesterday that she would seriously consider giving up driving if she committed another offence.

The magistrate, Mr David Hopkins, asked Lady Bonham-Carter for the assurance when he fined her £11 for failing to comply with a traffic light and for having no test certificate for the car.

Lady Bonham-Carter, of Wyck Place, Alton, Hants, who has been driving since 1920, said after the hearing: "My reactions are as acute as anyone in an emergency. I do not hesitate to use a car when necessary."

**SHOTGUNS PLEA**  
Stiffer laws on shotguns are being urged by the Swansea branch of the National Union of Bank Employees after a bank raid by five men, one of whom was armed, in the town on Monday.

# Splendour of Shah's desert feast

By GUY RAIS  
in Persepolis

**THE** greatest array of crowned heads and world figures that ever camped together dined next to the splendour of the desert ruins of the ancient city of Persepolis last night as guests of the Shah of Persia.

They sat at a 225ft long snake-shaped table in the huge banquet tent erected for the Arabian nights-like celebrations of the founding of the Persian Empire 2,500 years ago.

From the official guest list, I counted one emperor, eight kings, five queens, three ruling princes, two crown princes, six princesses, 15 presidents, 10 sheikhs and two suits among the 105 top table guests. More than 300 other guests sat around 26 tables facing them.

Before entering the dining tent, the guests—the men in white, the women in evening gowns with bare-walked past myriads of playing fountains and banks of flowers in the floodlit ruins of Persepolis in the background.

They were received in an outer room by the Shah, 52, and Empress Farah, 52, bejewelled in a shimmering gold brocade gown with blue embroidery, made by the women of Isfahan.

**Red damask**  
Those who entered the tent decorated in red damask, included Prince Philip and Princess Anne, who had flown in five hours earlier from Teheran.

Princess Anne wore an all-white full-length gown with full skirt and flower-patterned long sleeves, and a small diamond tiara.

The Shah then led his guests to the adjoining dining tent, escorting Queen Anne Marie of Denmark. The Empress took the arm of the world's eldest monarch, Emperor Haile Selassie of Ethiopia, 79.

The dining room was decorated with blue tapestries and velvet and a blue and gold wool carpet. Crystal chandeliers hung from the false ceiling.

Once the guests were seated, 130 white-gloved waiters from Switzerland, Paris and Monte Carlo began serving the first course, prepared under M. Michel Menant, a young chef from Maxim's of Paris.

He was assisted by two chefs and numerous under-chefs, all of whom were under the watchful eye of M. Louis Vaubable, the owner of Maxim's.

**Quails eggs**  
The Shah ignored the first course of quails eggs stuffed with caviar and was offered artichoke hearts instead. With the mousse of crayfish tails, a 1964 Haut Brion blanc was served.

A Chateau Lafite Rothschild 1949, said to have cost £40 a bottle was offered with the third course of baked lamb with truffles.

After champagne water ice to cleanse the palate, decorated peacocks, surrounded by quails, were brought to the tables and the finest wines that France could produce were served, including Dom Perignon 1959 special reserve.

Then followed a dessert of fresh figs with raspberries in port wine, coffee, very old brandy and other liquors.

The menu was in the form of a book with a page in pink velvet for every course. On the cover were 18th century Persian drawings.

The Shah proposed the toast to the founding of the empire and the guests and Emperor Haile Selassie responded.

**History recalled**  
After the brief speeches, the guests lingered for a short while before making their way to the ruins of the ancient city to watch a sound and light performance of the events of 2,500 years ago.

Kings and princes, queens and princesses and world statesmen sat in a perfect setting on a perfect start, but they cast their minds back to 330 BC when on the same barren plain Alexander the Great burned down the city of Persepolis.

Not far away lay the tombs of Darius the Great, who built Persepolis, and Darius the Second.

After the performance the guests returned to their exquisitely-decorated tents, where old friendships were renewed far into the night.

The Shah talked to President Podgorny of Russia as well as Mr Spiro Agnew, the American vice-president.

**Prince in hurry**  
Earlier, Prince Philip and Princess Anne were received at Shiraz airport with full ceremonial.

The Prince had piloted an Andover of the Queen's Flight from Teheran and laughed with officials as he told them: "I knew I had to hurry and was only five minutes ahead of Prince Bernhard."

Prince Bernhard of the Netherlands inquired how far he was behind Prince Philip when he piloted his own jet into airport five minutes later.

**BANK MANAGER'S  
TRIAL DATE**

The trial of Sani Jamshed Patel, 41, former London manager of the Central Bank of India, will begin on Feb. 14 next year, Judge Bernard Gillis, Q.C. decided at the Old Bailey yesterday.

Patel, who has been in custody since being found in Buenos Aires in July, 1970, is accused with other men, George Houry, 51, a shipping agent, and Tobias Wexler, 61, a property dealer, of conspiring to defraud the Central Bank of India.



Alfie, a year-old King Charles I spaniel, who had a rare heart operation in the medical research unit of Guy's Hospital, at the Belgravia home of his owner, Mrs Elizabeth Cory-Wright.

# Heart surgery on dog was in research unit

Daily Telegraph Reporter  
**THE** open heart surgery used at Guy's Hospital to save the life of a year-old King Charles I spaniel was carried out in the hospital's medical research unit, it was revealed last night.

It is only the second or third time that the operation, the same as that carried out on young children, has been performed on an animal in this country.

The congenital heart disease suffered by the dog, "Alfie," is extremely rare, and incurable unless sophisticated equipment usually used for humans is available.

Mr Michael Dear, a veterinary surgeon on a research fellowship at Guy's, performed the hour-long operation. He has also carried it out "with complete success" several times in America.

"Permission was sought from the Dean of the hospital, and the actual surgery was done in a section of the research unit reserved for animals," Mr Dear said yesterday.

**Few months to live**  
"The operation was nothing to do with my research work and was done purely for the benefit of the dog. There was no charge but Alfie's owner did donate a small sum in the research unit as an expression of her gratitude."

He said the operation was an exception. The hospital would not normally cater for sick animals.

Alfie, who belongs to Mrs Elizabeth Cory-Wright, chairman of the Hertfordshire Association of Youth Clubs, was given only a few months to live before the operation. He was put through the same diagnostic tests as those given to humans.

He was on his feet and "leaping around like a greyhound" within two weeks of the operation. Mrs Cory-Wright said:

"An officer of the British Small Animals Veterinary Association last night praised the operation and the co-operation of the hospital authorities."

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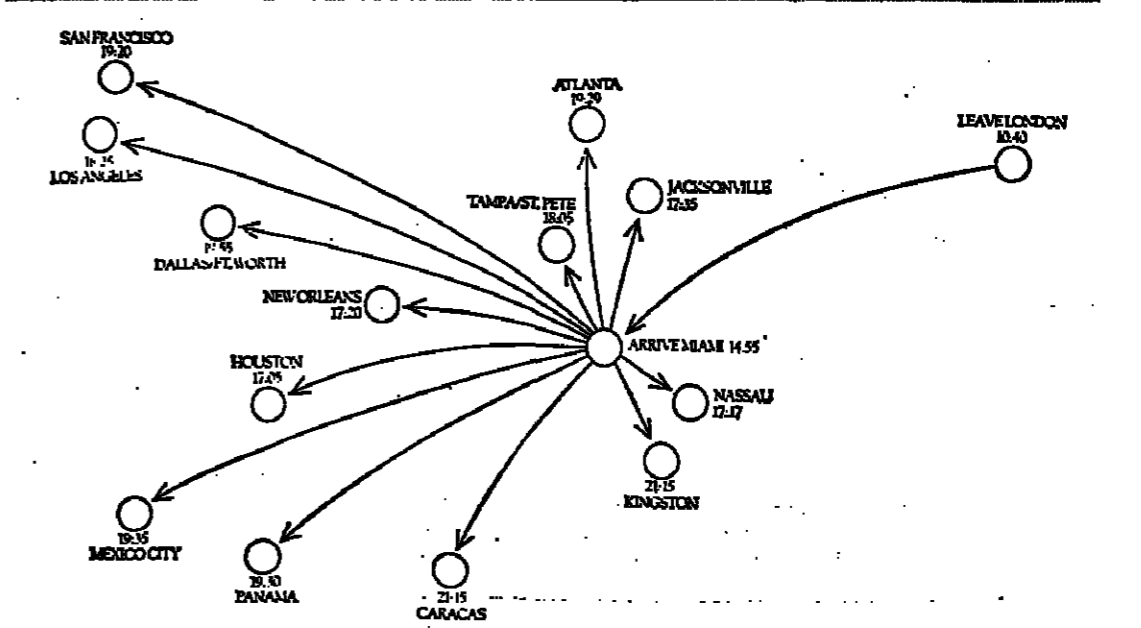
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Here's who we are: We're Cheryl (me), and Margie and Linda and Laura and Jo. And a lot of people behind the scenes, like Bob and Tom and Ron and Lee. (They're not just pretty faces either.)

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# Barclays cut Base Rate

Barclays Bank is pleased to announce the reduction of its Base Rate for lending, as from the close of business on October 14th, from 5 per cent to 4½ per cent.

It is hoped that this will act as a stimulant to borrowing and a spur to industrial activity.



# ROGERS REJECTS U.N. CASH BOYCOTT AS FORMOSA WEAPON

By STEPHEN BARBER in Washington

MR WILLIAM ROGERS, the American Secretary of State, gave assurances yesterday that America will continue to support the United Nations despite Congressional threats to cut off funds if the Chinese Nationalists are expelled from it.

It was "important to note that there is no threat as far as the executive branch of the American Government is concerned," he told Foreign Ministers at the United Nations, although he could not answer for American public opinion.

## NIXON'S AIDE TO ARRANGE CHINA DATE

By Our Washington Staff

PRESIDENT NIXON'S adviser on security affairs, Dr Henry Kissinger, leaves tomorrow for Peking.

He will spend four days there. His mission will be to arrange a definite date for Mr Nixon's visit and work out items on the agenda for the talks between the President, Chairman Mao and Chou En-lai, the Prime Minister.

It has been announced that Mr Nixon will make his trip before next May.

### Second trip

It will be Dr Kissinger's second visit to Peking since his "hush-hush" flight in July, arranged by President Yahya Khan of Pakistan.

He will make a relatively leisurely journey by way of Hawaii and Guam arriving in Shanghai next Wednesday to take on a Chinese pilot for the rest of the flight.

White House officials explained that this was to give the American party opportunity to adjust themselves to the changes in time zones.

One consequence will be that Mr Nixon's leading policy adviser will be closeted with the Chinese leaders at precisely the moment when the issue of China's representation at the United Nations is due to reach a climax at the General Assembly in New York.

Many Washington diplomats believe that the coincidence of Dr Kissinger's presence in Peking and the China debate at the United Nations can scarcely fail to affect the outcome of the vote.

The Peking Government has made it plain that it will not take its place in the world organisation unless Chiang Kai-shek's Nationalist regime in Formosa is expelled.

### Compromise sought

Official American policy is that the Nationalists should retain a seat in the General Assembly while Peking is awarded the senior position as permanent member of the Security Council.

The hard fact remains, however, that Mr Nixon's longer term aim of moving towards normal relations between Washington and Peking would be furthered if Peking was represented at the United Nations.

Mr Nixon's China visit is to precede the one he is to make to Moscow in the latter part of May.

When the Russian visit was announced earlier this week, officials emphasised that the object was not to try to play off the Communist giants against each other.

If anything, they said, it was the reverse—to emphasise that Washington is seeking improved relations with both.

### 140th JET CRASHES

By Our Bonn Staff  
The pilot of a West German Navy F104G Starfighter jet was missing yesterday after his plane plunged into the Mediterranean and exploded near Sardinia. It was the 140th West German Starfighter to crash.

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## Around America TV SHOWS JUVENILES IN COURT

By Our New York Staff  
OFFENDERS who appear in Judge Michael Corrigan's juvenile court in Wichita, Kansas, run the risk of being filmed for public showing.

### The judge, who calls his scheme a "shock treatment,"

recently allowed a network to televise the case of a 17-year-old girl accused of shoplifting, running away from home and being incorrigible. Contrary to usual practice, she was both named and shown clearly full-face.

So favourable has been reaction that Judge Corrigan, father of three, is considering extending the experiment.

He admits that the presence of cameras might tempt lawyers to play to them, but believes that the effects on both juveniles and parents will outweigh the disadvantages.

### EX-BROKER'S CACHE

\$84,000 p.a. fraud claim

WHEN police raided the New York home of Mr Dean Vane, 58, they found 115 credit cards, 20 bank accounts and an assortment of driving licences, social security cards and birth certificates.

Vane, former stockbroker, claimed that together with an accomplice, he had defrauded stores and banks of up to \$84,000 a year, police stated.

The 4416-a-month apartment contained only two mattresses and two dogs.

### NAZIS BEATEN

Zionist ceremony clash

FOUR men in brown shirts and wearing Nazi-type swastika armbands tried to interrupt a Zionist ceremony in Seattle when they were beaten up by members of the audience.

The ceremony, attended by the mayor of Seattle, Mr Wes Uhlman, was to dedicate a "Soviet Jewry Freedom bus" which will tour the United States in a campaign for Russian Jews.

### AID SLASHED

20 p.c. cut in arms help

The Senate Foreign Relations Committee voted 7 to 6 yesterday to cut by 20 per cent this year's foreign military assistance programme.

Countries involved are: South Korea, Cambodia, Turkey, Indonesia, Formosa, the Philippines, Spain and Ethiopia. Vietnam, Thailand and Laos are not concerned.—A.P.

### U.S. ARMY CUTBACK

By Our Washington Staff

The American Army will be cut by 4,000 officers and 61,000 men by next July, the Defence Department announced yesterday.

Mr Robert Froehke, Army Secretary, said the action was being taken to preserve the force from being "made up entirely of sergeants."

## Mrs Onassis seeks ban on photographer

By IAN BALL in New York

AFFIDAVITS from President Kennedy's children charging that a photographer harassed and frightened them in New York and Greece, have been submitted by Mrs Jacqueline Onassis in her attempt to have the photographer enjoined from further such action.

The United States has joined Mrs. Onassis in seeking the injunction against the photographer, Mr Ronald Galella. In explaining the Government's attitude to Federal Judge Irving Cooper in New York, Mr Michael Hess, a federal attorney, said: "We don't want Galella to stop taking photographs—but not from six inches away."

Mr Galella's candid pictures of Mrs. Onassis and the Kennedy children have appeared widely in magazines and newspapers around the world. He has built up a lucrative career from photographing the Kennedys.

The toast in Washington yesterday was Britain's gift to the John F. Kennedy Centre for the Performing Arts of a 6ft bronze sculpture by Dame Barbara Hepworth. With the Earl of Cromer, British Ambassador, and the Countess, was Mr William McBlair (left), the centre's general director. "The work is a figure in musical form," Dame Barbara said at her home in St. Ives, Cornwall, last night.

## Acheson's answer to Russia in Mid-East

By ALEX FAULKNER in New York

AN outspoken article on the problem of maintaining peace in the Middle East, written a few days before his death on Tuesday by Dean Acheson, the former Secretary of State, was published yesterday.

Written for the New York Times, it is full of Mr Acheson's famous bluntness. In the article he says:

"American policy should make clear to Moscow in the most open and sincere manner that the only development that could overcome our determination not to become involved in the Middle East would be the continuance of their apparent involvement."

"The Russian leaders are not unique in their mediocrity," he declares. "So universally is that shared that our age might be called the apothecosis of mediocrity."

Aggressive purpose  
"What makes them so great a danger to world peace is that third-rate judgment is activated by highly aggressive purpose and armed by a military establishment."

"The Middle East is a point of danger because there we confront the energetic and purposeful action of an adversary who will be dissuaded only by encountering unacceptable risks, as in Cuba in 1962."

"The Soviet Union is currently pursuing two goals in the Middle East, not wholly compatible. One is to continue Arab dependence by maintaining a state of tension approaching, but not reaching, outright war."

"The other is the reopening of the Suez canal. This would give her naval dominance in the Persian Gulf and Indian Ocean and power to control the movement of East Asian and North American oil."

"These aims may be incompatible, since a reopened canal would require peace whereas maintaining a high state of tension would endanger it."

In view of this, wrote Mr Acheson, the Kremlin must regard with some surprise the "eager advocacy" of reopening the canal of Mr Rogers, Secretary of State.

Enemies and friends  
Foggy Bottom (the State Department) was unable to make the distinction between enemies and friends at the time of the Suez crisis of 1956 "and has apparently not made much progress in that direction since."

The first aim of American policy should be to convince the Soviet leaders that direct involvement of their own forces in the Middle East involved unacceptable risks.

## NO RAF MATCH FOR SOVIET FOXBATS

By Our Air Correspondent

The RAF has no aircraft to match the performance of the new Soviet Foxbats, MiG 23, two of which flew near the Israeli coast on Sunday. They are capable of speeds of more than 2,000 mph at altitudes of more than 80,000ft, beyond anti-aircraft fire.

An RAF officer said yesterday: "It is not entirely aircraft performance that counts, but aircraft weapons systems. Missiles can redress the difference in performance."

The RAF has Lightning interceptors capable of more than 1,500 mph. They are armed with Redtop missiles capable of homing in on targets in any direction.

## BRITISH ENVOY AT CASTELLANI FUNERAL

By Our Lisbon Correspondent

With two exiled monarchs and many other dignitaries among the mourners, Prof. Marchese Sir Aldo Castellani, R.C.M.G., was buried yesterday in a public cemetery at Cascais, 20 miles from Lisbon.

In contrast to the lovely, tree-lined cemetery in Lisbon, from which his body was hauled because he was a Roman Catholic, the public cemetery is sun-baked and ill-kept, with weeds knee-length only a few yards from the grave dug for Prof. Castellani.

At a requiem mass in Cascais parish church were Mr David Muirhead, British Ambassador and chairman of the committee which barred the body, other diplomats and Lady Castellani with her daughter Jacqueline, Lady Killcare. Mr Muirhead earlier placed his official Rolls-Royce at the widow's disposal.

## D-DAY FOR ZANZIBAR ASIANS

By DAVID MARTIN in Dar es Salaam

ZANZIBAR'S 6,000 Asians should learn their fate today as Sheikh Abeid Karume, the island's ruler, addresses a rally. He has repeatedly criticised the Asian community and threatened earlier this year to expel all of them by next year. In the last six days 288 have gone.

The Sheikh's first attacks were to the effect that the Asians' domination of the retail sector could no longer be tolerated.

But the remark that must hurt men like the European-born Agricultural Minister, Mr Derek Bryceson, a war-time R.A.F. pilot, and the Asian-born Finance Minister, Mr Amir Jamal, was that only half-caste who could prove one parent was African, should be allowed citizenship.

Mr Bryceson and Mr Jamal became citizens after independence 10 years ago as did most of the Asians whom Sheikh Karume has ordered out.

### Higher authority

While Zanzibar's Revolutionary Council can order people to leave, they cannot revoke citizenship, which is a matter for the Tanzanian Government and Parliament.

Zanzibar's English-language newspaper, *Trust*, reported yesterday that only non-citizens had been ordered to go, but as Sheikh Karume defines citizenship according to colour, clearly all of those whose names have been read over the radio are or may be affected.

Government officials in Dar-es-Salaam said that even if Sheikh Karume chose to eject all of the Asians from Zanzibar, those who could prove their citizenship would be allowed to remain in mainland Tanzania.

In fact, the bulk of the 286 heads of families ordered out—have a greater constitutional right to Tanzanian citizenship than does Sheikh Karume. He says he was born in Malawi, while most of the Asians are Zanzibar-born.

### REBELS' MINE KILLS OFFICERS

By Our Lisbon Correspondent

Two Portuguese Air Force officers were killed by a road mine near the town of Tete, Northern Mozambique, when they went to investigate a rebel attack on a radio beacon, it was learned in Lisbon yesterday.

Tete is the main supply town for the Cabora-Bassa dam project, which rebels are attempting to disrupt. The officers, were in a Jeep, which was wrecked by the mine.

### SPAIN'S OIL DEAL

Spain and the Soviet Union have signed an agreement for the supply of 250,000 tons of oil to Spanish factories. This will be Spain's first major purchase of Soviet oil in four years.

### 37 N. VIETNAM TROOPS DIE

By Our Vientiane Correspondent

Thirty-seven North Vietnamese troops have been killed in Laos during the last week according to well-informed military sources.

Twenty-one were found dead near Pakong after air attacks and six more lost their lives during fighting for the South Laos town of Muong Phalane. The remainder were killed in a series of light clashes in the Plain of Jars.

However a lull in the war is being forecast as the North Vietnamese wait for trails to dry after heavy monsoon rains.

## Former Governor of East Pakistan killed by gunmen

By DAVID LOSHAK in Karachi

A FORMER Governor of East Pakistan, Mr Abdul Monem Khan, 72, was shot dead yesterday in Dacca, capital of East Pakistan. He was a close associate of the present Governor, Mr A. M. Malik, a Bengali appointed by President Yahya Khan, and regarded as a Quisling by many East Pakistanis.

The former Governor was attacked by two men who came to his home. After shooting him they made their escape.

Mr Khan was Governor of East Pakistan for six years under President Ayub Khan, but left office when Ayub was overthrown in March, 1969.

His assassination is the latest in a series of killings of officials and officers who are regarded as Government collaborators, and traitors to Bengali nationalism. The Governor himself and other top officials are under constant armed guard.

## SENATE CUTS AID FOR CAMBODIA

By STEPHEN BARBER in Washington

THE Senate Foreign Relations committee has moved to block plans to expand military aid to Cambodia by imposing a limit of £100 million a year on spending and holding the number of American advisers at 200.

Current manpower level is said to be 150 but the American Embassy in Phnom Penh recently recommended an increase.

In a fall-back plan under study at the Defence Department, American officials on the spot would be empowered to hire 50 to 60 "third country nationals" to make up the numbers required.

America already hires such persons—mostly Thai, Filipino and some Nationalist Chinese, but also occasional Australians and New Zealanders.

The new plan would call for the recruitment of "third country nationals" as experts in logistics, maintenance and book-keeping.

## Why Nasser broke with LBJ

Editorial Comment—P16

It is significant that the two Awami League leaders felt able to express themselves so freely. Anywhere there are serious constraints on political freedom in Pakistan, it is possible openly to criticise the martial law Government up to a point.

## Why Nasser broke with LBJ

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## REBELS' MINE KILLS OFFICERS

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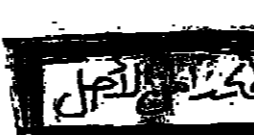
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# U.S. SWING TOWARDS PROTECTION BRINGS TRADE WAR DANGER

By RICHARD BEESTON in Washington  
WESTERN European diplomats in Washington are expressing fears that the West may be heading towards an international trade war as a result of the flagrantly protectionist policies being maintained by the Nixon administration.

Their fears have been heightened by evidence that the use of discriminatory policies, in protecting the dollar, have won President Nixon widespread domestic political support in an election year.

## BOONN SEEKS CASH TALKS WITH FRANCE

By PETER SCHMITT in Bonn  
WEST Germany is to seek talks with France later this month in an attempt to find a European monetary solution that might bring about settlement of the international problem.

Herr Rüdiger von Weichmar, West German spokesman, said yesterday that Bonn would now intensify its effort to harmonise monetary policy with that of the Common Market including decisions in connection with entry of the four new partners and the relationship with America.

A meeting between Prof. Schiller, Economics and Finance Minister, and M. Giscard d'Estaing before the conference of Paris of Common Market finance ministers on Oct. 27 would not be ruled out.

## EAST ATTACKS SIX 'THREAT' TO WORLD TRADE

By Our Staff Correspondent in Vienna  
The European Economic Community came under strong attack by East bloc representatives for discriminatory and restrictive practices at a forum on East-West trade and economic co-operation which ended in Vienna yesterday.

## VATICAN DEAL WITH HUNGARY ON CARDINAL

By Our Staff Correspondent in Vienna  
Details of the secret agreement concluded last month between the Vatican and the Hungarian Government, which led to the departure of Cardinal Mindszenty to Rome, are gradually coming to light.



Mr Dobrynin, Soviet Ambassador to the United States, taking Senator Hubert Humphrey, the former Vice-President, for a ride in a snowmobile in the grounds of the Soviet Embassy in Washington. The vehicle was presented to Mr Dobrynin by Mr Lovell Swensen (standing), whose company manufactures snowmobiles, after the ambassador had told Mr Humphrey of his interest in them.

# Chile's President threatens to crush free Press

By FRANK TAYLOR in Santiago  
THE Chilean Government of Marxist President Salvador Allende has launched a determined attempt to seize control of the paper supply industry, raising fears that the ultimate aim is to crush the powerful Opposition Press.

Freedom of the Press has always been one of Chile's most cherished traditions. Now it appears to be in grave danger.

The Government has announced that it intends to buy a majority shareholding in the Paper and Box Manufacturing Co. which supplies newsprint to the whole of Chile's Newspaper Industry.

The unions stirred up so much trouble and the Government imposed such high wage increases that the company collapsed. This left the field open for a Government takeover, with the result that all Chile's weekly and monthly magazines are now in official hands.

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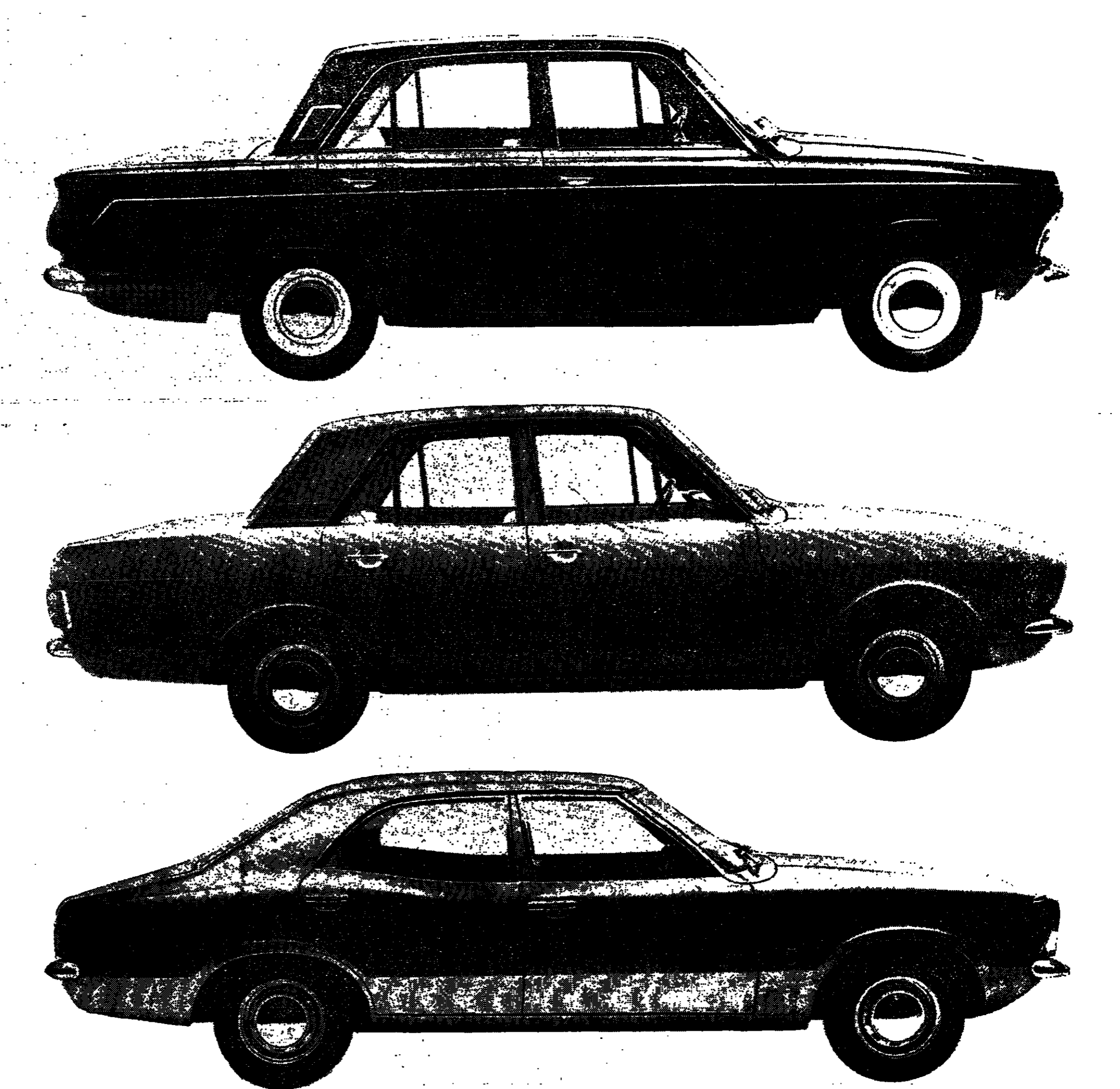
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# PLANNING CURB ON GOVERNMENT DEPARTMENTS

By HUGH FERGUSON, Environment Correspondent

IMPORTANT changes in the long-resented procedure under which Government departments, including industrial estates corporations, have been exempted from seeking planning permission were announced yesterday. Government projects, unless secret, will be treated in the same way as private developments.

The so-called "Circular 100 Procedure," introduced in 1950, provided merely for consultation with local authorities over proposed developments of a non-secret nature. This amounted to little more than a polite formality.

## FIGHT OVER GUNNERY 'WILL GO ON'

By Our Environment Correspondent

IF areas used for military training at Lutworth, Dorset, are not restored to public use after the Government-appointed Defence Lands Review Committee completes its report, an "independent" inquiry will be demanded.

This was stressed yesterday when the Care for Dorset amenity organisation, local councils and other interests gave oral evidence.

The committee, which has already received written statements, conducted its hearing "in accordance with normal procedures" behind closed doors at the Royal Armoured Corps Centre, Bovington.

Requests that civilian representatives should be allowed to join an Army-led preliminary tour of the gunnery ranges had been rejected.

### Suggested solution

Mrs MARGARET KRAFT, projects secretary to Care for Dorset, in evidence released for publication today, suggested that the greater part of the problem would be solved if the Defence Minister found it possible to use the buildings at the gunnery school for housing a military training establishment which did not require the ranges.

The Defence Lands Review Committee, which began work in July under the chairmanship of Lord Nugent of Guildford, former Royal Artillery officer, is not expected to publish its full report before the end of next year.

It meant that if they thought the departments could inflict damage on residential amenities or attractive countryside with impunity.

Mr Walker, Environment Secretary, and Mr Peter Thomas, Secretary for Wales, jointly announced that more specific arrangements would immediately be introduced. The guiding principle would be that departments should consult planning authorities about any development that would require permission if a private developer proposed it.

The Department of the Environment explained last night that projects involving national security excepted—consultation will be based on these five points:

- 1—The same publicity as for private developments.
- 2—Public inquiries when appropriate even where there is no local planning objection.
- 3—Consultation on proposals to demolish or alter Government buildings of architectural or historic interest.
- 4—Planning clearance normally with validity only for five years.
- 5—Strict limitations of types of development departments can undertake without consultation.

Even where this code does not require consultation, departments will notify planning authorities of proposals likely to be of special concern so that they can decide whether the scheme should be advertised and the public enabled to comment.

"Circular 100 Procedure" owes its name to the number of a Ministry of Town and Country Planning circular in 1950.

## Avon Gorge £1m hotel rejected

Daily Telegraph Reporter

PLANS to build a £1 million hotel in the Avon Gorge, Bristol, have been rejected by Mr Walker, Secretary for the Environment.

The 126-bedroom hotel would have been built alongside Brunel's Clifton Suspension Bridge.

The solid mass of the hotel would detract from the delicate charm of the bridge and seriously interfere with views of the gorge, said Mr Walker.

### Revoke permission

He ordered legal proceedings to revoke outline planning permission granted by Bristol City Council to the Grand Hotel Co last February.

Mr Walker stepped in to settle the row after national and local societies objected to the scheme and the way they said, it had been rushed through.

The company made application on Jan. 6 and was given planning permission on Feb. 3.

It hoped to qualify for a £126,000 Government grant by starting work before March 31.

Now the hotel company is expected to demand substantial compensation for the work it carried out, including an extensive geological survey, after being given the go ahead.

### Legal battle

Normally when a local authority revokes its own planning permission, it pays any compensation.

But a spokesman for Bristol Council said: "There is sure to be a legal battle over who will pay, the council or the Government."

The fight against the hotel was led by the Save the Avon Gorge Campaign who sent more than 1,500 letters of protest to Mr Walker. The campaign secretary, Mr Gordon Priest, lecturer in architecture at Bristol University, commented: "We are extremely pleased."

Over 20 people spoke against the scheme at the public inquiry, including Sir John Bejeman.

## Sir HUGH FRASER GETS DECREE

Sir Hugh Fraser, 34, chairman of the stores group which includes Harrods, was granted a divorce decree in Edinburgh yesterday on the grounds of Lady Fraser's adultery with a doctor.

Lady Fraser, 32, did not contest the case.

Sir Hugh lives at Mugdock Stirlingshire. Lady Fraser, of Killcarn, Stirlingshire, was given custody of their three daughters. The couple, married in 1962, separated in July last year.



With a day off from Scarborough College yesterday Nigel Tinkler, 12, was obviously on to a good thing, though not exactly a winner, for the Newmarket Town Plate in which he made his debut as a jockey was won by his mother. Founded by Charles II in 1665 to be "ryd for yearly the second Thursday in October for ever," the race was won on Ocean Sailor by Mrs Marie Tinkler, a trainer's wife, for the second year running.

## 2m MAY NEVER GET COLOUR TV

By our TV and Radio Staff

OVER two million people in remote parts of Wales and Scotland may never be able to receive BBC colour television because of the Corporation's shortage of money, Mr Charles Curran, the Director-General, told Royal Television Society in Birmingham yesterday.

Despite the need of money to see us through the peaks of expenditure—the present £7 million for a television licence was as much as could be expected.

The solution might be to give the BBC larger borrowing powers. The present £10 million limit was set in 1964.

Many BBC staff had to work with out-of-date equipment. "As a building Broadcasting House is now obsolete." It was built in 1951.

### Sets scarce

Colour television sets are in extremely short supply, and the situation is worsening. The waiting period for certain sets not in stock is eight weeks or longer.

"Flat out" production is about 50 per cent. higher than in the spring. "Unprecedented demand" began with abolition of compulsory down-payment in the mini-Budget of July.

Demand is estimated to be two to four times as great as in early summer.

## Land prices 'threat to would-be house-buyers'

By JOHN PETTY, City Staff

SOARING prices of land for private house-building will have a catastrophic effect on young people's chances of buying their first new homes unless immediate action is taken, Mr Michael Latham, Director-General designate of the House-Builders' Federation, said in Coventry yesterday.

He told Coventry Association of Building Trades Employers that Government action last December urging councils to sell their surplus land for private house-building had met with a "woefully inadequate response."

It was now time for a new political initiative. Mr Latham put forward a plan for the attention of Mr Page, Minister for Development which included a warning that "slothful or hostile local authorities" could wreck the housing programme.

Mr Latham is moving to the Federation after being housing and local government officer in the Conservative party's research department so his plan will get serious consideration by the Government.

### Site lists wanted

He said that the Government should tell planning authorities to produce, within six months, lists of sites available for housing development in 1972 over and above existing plans.

His plan also urged that local authorities should be legally obliged, under the forthcoming Reorganisation Bill, to publish a register of land they owned.

Mr Latham added that the Minister should appoint an independent committee to scrutinise local authority registers of land and report on tardy releases.

He said that a crash programme was needed to get the Ministry of Defence to relinquish surplus land. Public authorities, such as hospital boards, should be allowed to keep the proceeds of land sales instead of having to hand the money to the treasury.

### Land scarcity

Meanwhile, the Greater London Council said yesterday that London is running out of land for home-building. It may be 4,000 acres short of the amount needed to reach the 1981 target of 550,000 homes visualised by the Greater London Development Plan.

Only 17,000 acres may become available by 1981, instead of the 21,000-acre target, according to the latest research, based on figures from the London boroughs.

"These new figures show that London is indeed running out of land," said Mr Robert Vigers, chairman of the council's Strategic Planning Committee.

A major campaign is being launched in co-operation with the Environment Department and London boroughs to try to make land available.

## BRITAIN GETS BIGGER SHARE IN SATELLITES

By Our Science Staff

The Post Office is to have a bigger share and more say in the running of Intelsat, the international telecommunications satellite consortium. Its investment will increase to over £20 million.

This is a rise from 7.2 per cent. to about 10 per cent. of the total capital and increases Britain's vote accordingly, says a report by the Ministers of Posts and Telecommunications.

Britain is the second largest investor in Intelsat, after the United States, whose share will now fall from 52 per cent. to about 40.

This is because of a re-allocation of shares based on actual use of the system, instead of forecast use as previously. Allocation of shares based on actual use of the system, instead of forecast use as previously. There are 80 member countries.

## Ships chief blames Labour for lost S. Africa orders

By JOHN PETTY

MORE jobs would be created on Clydeside the Labour party gave a guarantee that would not interfere with any South Africa orders for warships, Mr E. Norton, chief executive of the Yarrow shipyard, said yesterday.

Fears that a Labour government would cancel any contracts had led South Africa to hold negotiations with Spain.

Mr Norton said the yard's chairman, Sir Eric Yarrow, was "very disappointed" that the yard was not getting the South Africa orders for corvettes.

Six South African M1s have been at the Glasgow yard this week. They were "particularly pleased" with progress on a £3 million oceanographic survey ship being built there for South Africa.

### Government change

Mr Norton said South Africa would like to order warships from Britain, but feels unable to do so because of the attitude of the Labour party. It fears that a change of Government before the ships were completed might lead to Mr Wilson refusing to let them be delivered.

"There is little doubt that work would be coming to Yarrow's but for this," he said.

The corvettes, expected to be built in the State-controlled yard at Cadiz, will be for defence against submarines.

Yarrow is at present building two frigates for Chile, three for the Royal Navy, one for New Zealand and one for Thailand. The yard is expected to get the biggest share of the £70 million warship-building programme announced by Lord Carrington, Defence Secretary.

Many BBC staff had to work with out-of-date equipment. "As a building Broadcasting House is now obsolete." It was built in 1951.

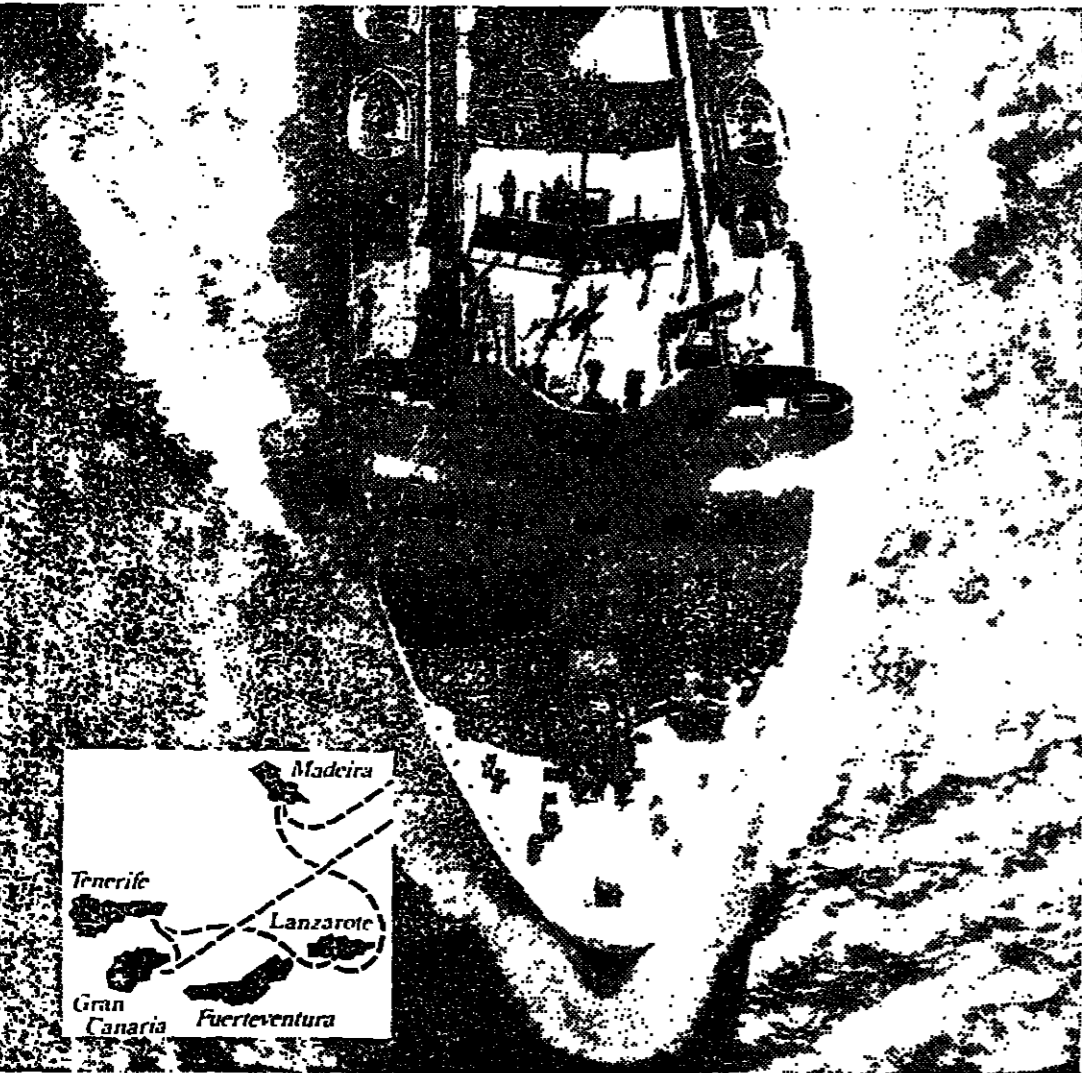
### Single yard

One factor working against better nuclear submarine building rate is that all such work now concentrated in one yard—Vickers at Barrow-in-Furness. The alternative yard, Camm Laird, Birkenhead, was taken over by British Shipbuilders in February 1971.

With Lord Carrington's ships, two Type 42 destroyers and four Type 21 frigates, others now "in the pipeline" coming into service, the strength in major units of Britain's fleet in 1974 is estimated as:

One fixed-wing aircraft carrier (Ark Royal), two command ships, two cruiser helicopter carriers, two assault ships, guided missile destroyers, frigates, four Polaris submarines, 10 nuclear-powered fleet submarines and 25 diesel patrol submarines.

Many of the surface vessels will by then have been fitted with a new guided missile.



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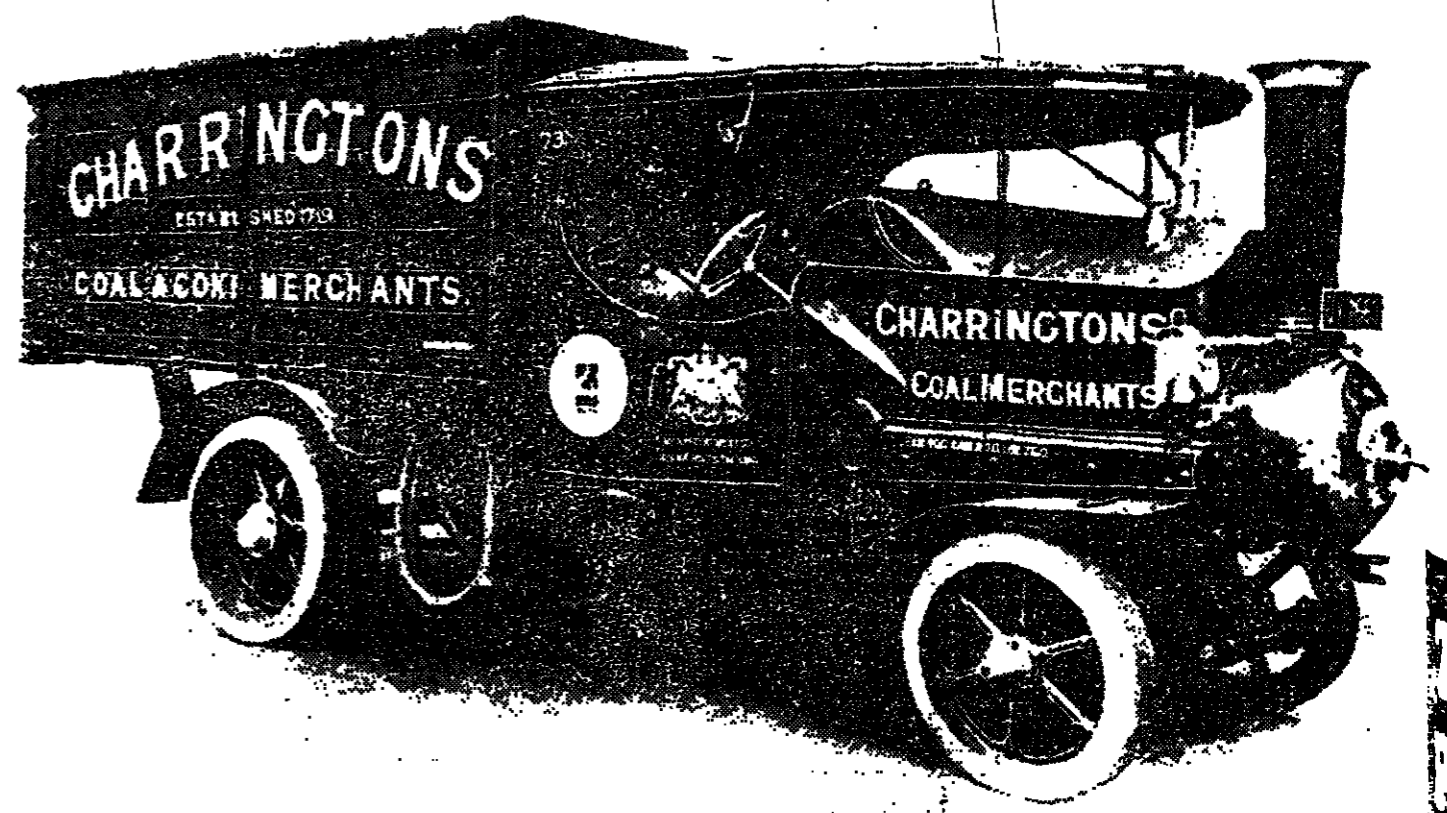
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# LAWYERS' PARADISE IN STRIKE LAW, SAY SOLICITORS

By TERENCE SHAW, legal Correspondent

BACKING for the claims by the Labour party and trades unions that the Government's Industrial Relations Act could become a lawyers' paradise came yesterday from solicitors who represent both sides of industry.

Legal arguments about provisions of the Act were going to be "a disaster for industrial relations," Mr DONALD HASLAM, legal adviser to the National Coal Board, told the Law Society's conference at Folkestone.

## Council of Women

### NHS FEE FOR FOREIGNERS URGED

Daily Telegraph Reporter VISITORS from countries that do not have reciprocal medical care arrangements with Britain should pay for any medical treatment they receive during their visit, the National Council of Women decided yesterday at its annual conference at Plymouth.

A resolution urging the Government to legislate to that effect was passed by 179 votes to 74.

Wembley branch raised the subject, and the proposer, Mrs P. LACIS-SZYMAKA, said that Health Service costs were leaping while an increasing number of visitors took advantage of it. But British travellers paid heavily for falling ill abroad.

Mrs C. THOMAS, branch chairman, seconding, said it should be compulsory for visitors to take out medical insurance before they entered Britain. Policies could be made available from slot machines as at London Airport.

Opposing the resolution, Mrs N. B. DEANE, a past president, said sifting out people who came to Britain for free treatment would burden hospitals; and Mrs D. J. EDMONDS, of Cheltenham, who maintained that the number involved was not great, said no system would be watertight.

### "Kerb crawling"

The conference agreed overwhelmingly to urge the Government to amend the Street Offences Act by deleting the term, "common prostitute," and substituting "any person" to apply the law equally to men and women. The resolution also sought to make "kerb crawling" a street offence.

Mrs REND, of Sevenoaks, a magistrate, said "kerb-crawling" by men was not an offence, but for similar behaviour—soliciting in public—women could be prosecuted; and Mrs DIANA ALLEN (Berkhamsstead) said soliciting was as much a nuisance to women as to men.

## Road Safety

### RESEARCH HEAD MOURNS FOR MINI SKIRT

The passing of the mini skirt was mourned by a civil servant yesterday because it was useful in road safety. The expense of leg mini-skirts revealed had a valuable reflective quality at night when caught in a car's headlights, said Mr H. A. J. Prentice.

Mr Prentice, head of the driver aids and abilities section of the Road Research Laboratory, was speaking at the 1971 National Road Safety Congress at Eastbourne.

Mr Alan Bowles of Accrington, a North-East Lancashire road safety officer, and a bachelor, suggested the laboratory should try to persuade more men to wear light coloured clothing at night. He said dark clothes were more fashionable and met the approval of women.

He attacked the section of the Act dealing with unfair dismissal.

The provisions were likely to be "most difficult and contentious to interpret," he said. "The draughtsmen have created a great deal of opportunity for legalistic argument."

"Dangerous" legislation He added that if solicitors were to help in implementing "this very difficult, experimental and dangerous piece of legislation," they would be involved fully in the problems of their clients and not confine themselves to advising on the actual law.

Mr OWEN PARSONS, a London solicitor who acts for trades unions, said claims for compensation by workers alleging discrimination over the provisions banning a closed shop could "ply havoc with the wide range of well-established labour relations."

### Vulnerable employers

With workers able to claim up to £4,100 compensation at an industrial tribunal for an unfair industrial practice, he thought employers would be highly vulnerable to this type of case.

"At £4,000 a time there might turn out to be a large number of unionists claiming that they have been victimised. They will create plenty of work for industrial tribunals."

As individual workers would not normally bring cases in the National Industrial Relations Court, the decision to provide legal aid only for cases in the court and not for cases at tribunals meant that it would not be available where it was really needed.

### Legally enforceable

Mr ALAN WRIGHT, solicitor for the TUC, warned those drafting collective agreements that they would need to add a clause asserting whether or not the agreement was to be legally enforceable. This would have to be added each time an agreement was varied or renewed.

Both employers and unions face the danger of a claim of unfair industrial practice if they fail to stop people breaking an enforceable collective agreement.

## Transport Association

### 'COWBOYS AND CLOGGERS' ATTACKED

Transport companies should get rid of "cowboy" and "clogger" drivers, Mr John Elliott, president of the Freight Transport Association, said at its Scarborough conference yesterday. "Cowboys" disregard records and hours and "cloggers" are the foot-hard-down drivers.

Mr Elliott said that excessive smoke and noise, ill-judged parking, insecure loads, unnecessary engine revving and inconsiderate driving made life unnecessarily unpleasant for the rest of society and it was happening far too often.

Be added: "Is there any wonder that the goods vehicle comes under public pressure. I would like to feel that we could all make a major assault on the code of behaviour of lorry operating and driving."



Mrs Margaret Beard, 35, on duty at Fairlight, near Hastings, as the only woman auxiliary coastguard in Sussex. She is married to one of the coastguard station officers.

## Industrial News

### Motor-cycles lead demo by 4,000 BSA workers

By ALAN HUGHES, Industrial Staff

PRODUCTION was halted for three hours at the BSA factory, Birmingham yesterday while workers clocked out and marched to Small Heath Park to protest against 3,000 threatened redundancies.

There were over 4,000 in the half-mile long procession. Traffic on the main Birmingham-Covertry road was held up as the men passed, led by 20 motor-cyclists on BSA machines and two bagpipe players.

Union leaders assured them that redundancies would be resisted at all costs and if necessary a factory sit-in would be organised with wives, mothers and girlfriends taking meals to the workers.

Mr Norman Cartwright, district secretary of the Amalgamated Union of Engineering and Foundry Workers, said: "We do not accept the total surrender to the Japanese of the entire British motor-cycle industry."

Mr George Evans, district organiser of the National Union of Vehicle Builders, said: "We will not tolerate the serving of notices to our members. The factory must be kept viable, if necessary by help from the Government."

### National talks

The threatened redundancies were discussed at York yesterday by the executive of the Confederation of Shipbuilding and Engineering Unions. It was decided to organise a meeting at Birmingham next week for national and local union officials, then seek talks with the management.

Union leaders are increasingly concerned at unemployment in the West Midlands.

Mr Frank Briggs, the Confederation president, said yesterday: "The situation at BSA is particularly serious in Birmingham because a very large percentage of skilled workers are involved. Today a delegation of workers is due to lobby the Conservative party conference at Brighton to protest at the proposed redundancies."

BSA has forecast that its trading loss in the latest financial year will be about £5 million. Barclays Bank has already guaranteed the firm £10 million.

### £15 off 3-wheeler

BSA yesterday announced a price reduction of £15 on its three-wheeled Ariel motor-cycle. It will now cost £98.

An official said: "The Ariel III was launched with remarkable success but supplies were unfortunately much delayed and the impetus was lost."

## UNION LEADERS BACK UCS PEACE FORMULA

By Our Industrial Staff

Full support for the Upper Clyde Shipbuilders formula agreed earlier this week was pledged last night at York by the executive of the Confederation of Shipbuilding and Engineering Unions representing 2,500,000 workers.

The formula, reached at talks on Tuesday between Mr Davies, Secretary for Trade and Industry, management and union, provides for continued operation of the Govan and Linthouse yards under the Government-backed Govan Shipbuilders, a feasibility study of the Scotstoun yard and an effort to get a buyer for the Clydebank yard.

Union leaders and shop stewards reaffirmed their basic objective that all four yards should be kept open. But Mr Jack Service, Confederation general secretary, said that if I got to the point of "75 per cent or nothing" the executive "would have to be responsible about its deliberations." UCS workers will be recommended to accept the formula at a mass meeting today.

### Shipyards bonus dispute

ABOUT 670 fitters in the five Swan Hunter shipbuilding yards on the Tyne yesterday continued for the second day their overtime ban in support of a claim for a better bonus rate. A similar ban by 500 electricians and 450 woodworkers was lifted earlier this week for talks with the management.

## 8 TV unions to attend ITV-2 talks

By Our Television Staff

THE eight unions involved in television have agreed to attend an Independent Television Authority meeting to discuss a future ITV-2 channel, despite a collective decision not to co-operate in formulating the ITA plans.

Mr Tom Rhys, secretary of the Federation of Broadcasting Unions, said yesterday that the unions felt the establishment of a fourth television channel should be considered only in the context of a general inquiry and that Mr Chataway, the Minister responsible for broadcasting, intended to set up such an inquiry.

"In the meantime we feel it is presumptuous of the authority to assume that it will automatically be given the fourth channel. For this reason we decided, almost unanimously, that we would not help to prepare its plans."

### "Mainly to listen"

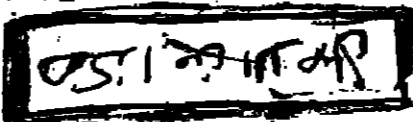
Mr Rhys said that Mr Brian Young, the authority's director-general understood their position but wanted them to attend as individual unions.

Mr Rhys, who is also secretary of the largest union in the federation, the Association of Broadcasting Staff, added: "We shall be going mainly to listen but we shall certainly participate if the occasion demands."

### No indication

The ITA meeting has been called for Nov. 2. It is expected about 60 people representing the 13 ITV companies and other key sectors of independent television will attend. Later the ITA will consider their suggestions and make formal recommendations to the Minister for the structure of an ITV-2 channel.

At the moment there is no indication that Mr Chataway, who reversed the previous Government's decision to hold a general inquiry into broadcasting, intends to set up one of his own.



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## PLANNERS LINK UP

A Commonwealth Association of Planners on parallel lines to Commonwealth organisations catering for architects and surveyors and land economists will be founded at a meeting in Accra, Ghana, next week.

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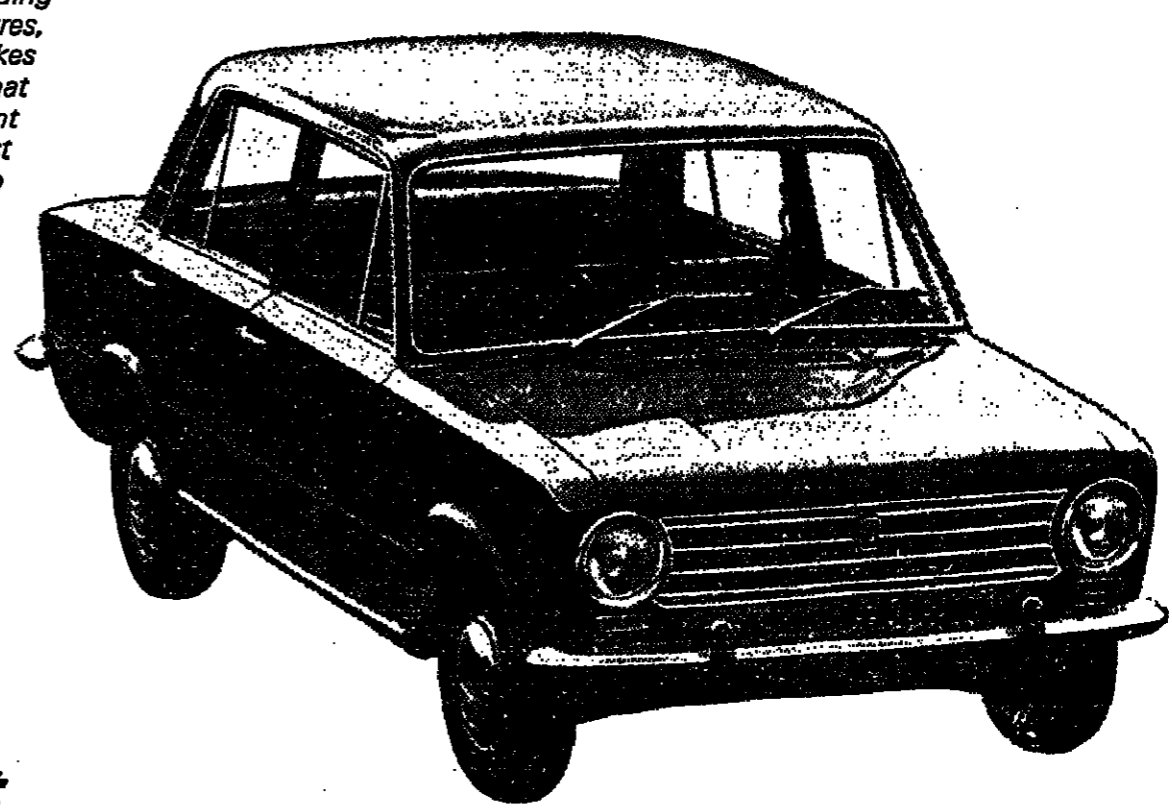
countrywide service organisation. Other features of the Fiat 124 include: reclining seats; armrests on all doors; 3 grab handles; water temperature gauge; flow through heating and ventilating; dipping rear view mirror. The 124 Special, the 124 Special T, 124 Estate, the 124 Coupe (1400 and 1600) offer even more—and cost a little extra too. The 124 range, in fact, offers superb value for money. We're responsible for that.



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# Barber promises Tories cost-of-living rate and unemployment will be curbed.

## HOPE FOR THE FUTURE AFTER 'SOCIALIST YEARS OF FAILURE'

DAILY TELEGRAPH REPORTERS

MR BARBER, Chancellor of the Exchequer, told the Conservative Conference in Brighton yesterday that the economy was beginning to recover from the Socialist "years of failure."

The nation now had reason to hope for the future. "I have no doubt that over the coming year the rate of increase in the cost of living will come down and I have no doubt that unemployment will come down."

### Radical taxation plans welcome

Opening the debate Mr ALAN BEARD, Swindon, moved a resolution welcoming the Government's radical plans to alter the structure of taxation and the reductions that had been achieved and urging a continuation of its efforts to expand the gross national product.

Mr PETER SUTTERS, Ruislip-Northwood, put forward an amendment urging a continuation of efforts to reduce unemployment.

Mr HUGH SIMMONDS, South Bucks, said it was the Conservative party's duty to look to the wellbeing of men of enterprise and adventure. "Taxation is still far too high on these men of excellence."

Mr BRYAN PHILLIPS, Arundel and Shoreham, said there were massive disincentives to the small employer. He was "an unpaid, unloved, unrespected collector of taxes and insurance premiums."

He had to pay "massive premiums on low basic wages made up to a living wage by means of overtime and working 56 hours a week, while other men in the engineering trade were unemployed."

It is not more sensible to take the average earnings over the past three years, consolidate these into a living-wage structure for a working week of 53 hours? It can be done and it works.

Mr SUTTERS said that to talk about restructuring taxation when almost one million people were unemployed was not getting priorities right.

The present unemployment rate is a crisis in human terms. It is a question of people like me coming out of school who cannot get a job."

Mr KERRY BROWN, Young Conservatives' vice-chairman, was applauded when he said that confidence in the economy would not return until there was a downward trend in unemployment. The present figure of 900,000 unemployed was totally unacceptable.

By next Easter we must see a significant downward trend and a figure of 650,000 by this conference next year."

Mr RONALD ENSOR, chairman of the Conservative trade unions national advisory committee, said that radical solutions to unemployment were needed. There was no hope in having men in the engineering industry

### Anthony Barber Much more yet to be done

Mr BARBER, replying, outlined tax reductions by the Government and said: "Of course there is much more to be done. We have also begun and will have completed during the next 18 months the biggest reform of personal taxation undertaken in this century."

They had reduced the penal rates of taxation on the earnings of our top managers, executives, scientists and administrators.

"I know that this conference, with its usual avariciousness, will be pleased to think of the benefit that these changes will bring to those who, through misfortune, find themselves with an overdraft but in receipt of large sums for their memoirs."

He added, amid laughter: "Maybe the BBC will be wise to cut that passage."

### Budget hint

The Chancellor referred to the plea made by Mrs Monard about the burden of estate duty on a surviving spouse. Amid applause he declared: "I can only say to her and to you that I promise that this very important matter is something that I will consider with great seriousness."



Anthony Barber Brighton 1971

evils of rising prices and unemployment, both inherited from the Labour Government.

But do not forget this. When we took office little more than a year ago, unemployment was already on a steady upward trend and the cost of living was already rising at the fastest rate for 20 years.

There is one rule that the British people have now learned from bitter experience, and it is that every Labour Government clamps down on the rise in living standards, imposes massive increases in taxation, and that every Labour Government goes out of office in a blaze of rising prices and then starts all over again tearing itself to pieces."

Over the past year he had warned the country that excessive pay settlements would inevitably cause high and rising unemployment. "The simple fact is that workers have pried themselves and their fellows out of a job. A limited number of

## Carr blames surge of jobless on Wilson regime

MR CARR, Employment Secretary, set out "nail for ever the lie that the Government have deliberately created unemployment" when he replied to a debate on industrial relations.

He said it was a matter of historical fact that every Conservative Government had been more successful in controlling unemployment than any Labour government.

"That is our record and we are not going to fail on it this time," he declared amid applause. "We do care as a Government and as a party."

Mr Carr emphasised that the Government regarded the present level of unemployment as intolerable, particularly the number of people out of work not just for a short time but for months on end.

The Government had already taken measures to halt the rising trend and then to reverse it. They had given the biggest single boost to the economy since the war by the creation of new jobs which any Government had given in a single year.

No crocodile tears "These are not the actions of a Government that does not care. We are not just weeping crocodile tears but are taking a grim problem with urgency."

The question why the problem existed, he said, was one that should be put to Mr Wilson—an economist who knew the link between cause and effect in influencing employment.

He knows that if the upward surge in unemployment which started at the beginning of this year was the result of Government action it was the result of action which must have been taken well before June 1970."

Mr Wilson had master-minded the greatest deflation industry had suffered since the 1930-1945 war, as a result of which during Mr Wilson's term of office unemployment had doubled.

Mr Wilson had then presided, in the run-up to the General Election over the biggest rate of wage inflation we had ever known, a rate which in a few months priced thousands of people out of their jobs.

"What we are now reaping is the bitter fruit of uncontrolled inflation coming at the end of six years of Socialist stagnation. That is the grim problem we had to get to grips with."

Jobs guiding plans In the next few months he would be putting before Parliament major plans for improving the employment services in guiding people and placing people in jobs.

He would also be putting forward new plans for implementing the party's election promise to stimulate an increase in facilities for training and retraining.

His object was to raise the level of training opportunities in Britain to that already available in Sweden and West Germany.

As to industrial relations, in 15 of the 25 industrial groups for which records were kept the number of days lost through strikes this year was less than last year.

Strong unions Compared with 2,800 strikes in the first eight months of 1970 there were only 540 in the corresponding period this year. Compared with 4,000 strikes in

whose intervention has continued its traditional role of damage and irresponsibility."

Mr D. TREVOR LEWIS, Bradford West, moved that the conference, who welcomed the Government's greater cost-of-living approach to regional policy and recognising its reforms in this direction, urged it to introduce more flexible and more arbitrary system of regional incentives, and to ensure "a more even spread of industrial prosperity throughout Great Britain."

The Conservative party was a party of compassion, which cared about people. For the reason the Government was vigorously and urgently introducing its policies to reduce unemployment.

Mr FANT M. WHITE, Northern Area, moved an amendment expressing serious concern at the high level of unemployment and calling on the Government to ensure an economy free of more jobs, well earned higher wages, and lower costs.

Bastion of business Mr A. C. SMITH, Keighley, was applauded when he described the small firm as "the bastion of the private enterprise system."

People in Britain who are prepared to invest their initiative and enterprise in the creation of new businesses, but too many obstacles were put in their way. The biggest one was the provision of finance and the building up of working capital.

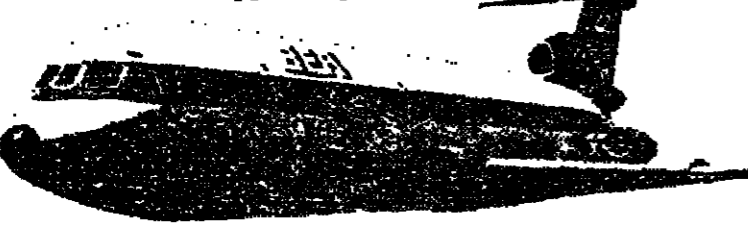


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## Davies accuses Benn of 'utter irresponsibility'

MR DAVIES, Secretary for Trade & Industry, told the conference he was now reaping much of the "bitter harvest" Mr Wedgwood Benn, Minister for Technology in the Labour Government, had sown.

"I resent his utter irresponsibility and his utter unconcern for the consequences of his own acts," said Mr Davies, who had recalled that in the same hall last week Mr Benn had been advocating once again the "tenets of his invalid and incompetent philosophy."

Mr Benn apparently saw the industrial world as one which, if successful, should be excessively taxed to provide means of keeping alive, but only just alive, undertakings that could not support themselves.

"In the last resort he sees the only solution as being one of taking them into the ownership of the State. He would have us believe that this is the way to show compassion."

"He seems to have no understanding whatever of the helplessness of being permanently on the edge of the abyss, forever at the mercy of the next sabotage operation."

Of course, it was easier to buy a little breathing space rather than face the real issues and to avoid confrontation with the underlying problems of fundamentally unsound enterprises.

But to suggest that that kind of weakness signified compassion of any kind was just sheer hypocrisy.

صبراً على الآمال



# Home Secretary's appeal to minority parties in Northern Ireland

## 'LAY ASIDE UNREAL BORDER ISSUE & WORK TOGETHER'

DAILY TELEGRAPH REPORTERS

MR MAUDLING, Home Secretary, appealed to minority parties in Northern Ireland to lay aside the "unreal" issue of the border and join in working for an end to the present emergency.

He told the Conservative Conference that progress was being impeded by the refusal of the minority parties to attend talks on community government. This could achieve what the minority had always wanted, a guaranteed place in public affairs.

MR DAVID DAVENPORT-HANDLEY, of the executive committee of the National Union, moved a resolution affirming support for the Government in its determination to defeat the terrorist campaign of murder and destruction in Northern Ireland; and see agreed means of insuring that representatives of majority and minority communities have an active permanent and guaranteed role in the life and public affairs of the province.

He said this country had asked its armed forces many times to do the impossible, but perhaps never before had our soldiers been asked to exercise so much self-restraint.

"The most useful message we can give is that we will give our full support to the security measures judged necessary by those in a position to judge what the situation demands."

"No separate government"

MR CHRIS JONES, Taunton, opposing the resolution, was barracked when he said Northern Ireland should not have a separate government any more than Scotland or Wales, but should be ruled from Westminster.

But he was applauded when he urged that the citizens of the Republic of Ireland should be deprived of privileges in this country, such as voting at elections and not having to carry passports.

MR BARRY PORTER, Birkenhead, said that while murder and terrorism had the passive acceptance of so much of the Roman Catholic community, the Army could not defeat the terrorists. The Roman Catholics must be convinced that they were not a race apart.

It is the will of the majority of her people." Results were improving, particularly as intelligence about the enemy grew. More and more members of the IRA were being put where they ought to be, behind bars. "One night recently the Army considered that 17 gunmen and bomb throwers were hit by their fire. Last week 400 houses were searched and a vast amount of arms recovered."

Cratered roads One thing that could not be accepted was the concept of a third force. "There is no room in the United Kingdom for any armed force other than the armed forces of the Crown. "We have been cratering some of the roads between the North and South and why not if these roads are used, as the IRA claim, for the movement of their gangsters across the border."

He said the feeling of the minority in Northern Ireland was that they could not hope to participate in the Government of their country. Such people generally felt they could not get the full opportunity to which they were entitled to share in government. "This was the reason for the talks which had been initiated in which we were discussing with all sections of Northern Ireland opinion whether the majority and minority communities could be assured of an active permanent and guaranteed place in the life and public affairs of Northern Ireland."

No release At present the minority parties were making the conditions they could not attend until internment had been ended.

"They must know this cannot be so. They must know that no one in this country is going to advocate releasing on to the streets of Belfast and Derry men who would strengthen the campaign of murder and violence."

The Opposition parties were, in fact, impeding progress towards what they had always wanted, a guaranteed place for the minority in the community. Increasingly, people on this side of the water were asking why those in Northern Ireland could not get together to restore peace, to defeat the gunmen and to re-create prosperity in the province. "We will continue to help in every way but the answer to these questions resides ultimately in Northern Ireland. But it must be recognised that the border is not a real live issue."

Shared burden "People here will continue to say: 'You are part of the United Kingdom with us, and we will share your burden. We are giving you massive aid in men and money which you deserve and need. "Cannot you now make a massive effort to bury the old fears and hatreds and lay aside the unreal issue of the border, and turn instead to working together as partners to face this great emergency? "This is the road to sanity. It is hard to see how any other road can end other than in bloodshed and disaster."

The resolution was approved with a few votes against.

## Axe for 5,000 'bad' primary schools top priority

MRS THATCHER, Secretary for Education and Science, said it was her top priority to get rid of the 5,000 to 6,000 primary schools with bad buildings.

On school milk policy she hoped that when "the position had settled down" most local education authorities would see that milk was available on sale in schools.

Opening the debate, Dr RONALD DENNEY, of Poplar, moved a motion congratulating Mrs Thatcher on redefining the priorities in education. The motion added that the full benefits from the educational system could be achieved only by first establishing a sound basis in primary education.

Dr Denney said that the increased emphasis being placed on primary schools was long overdue.

"It is a great pity that in all the argument over free school milk so little has been made of the fact that twice as much was being spent on providing milk as was being spent on providing books."

Student loans

MR LAN IRVIN, of Guildford, urged the introduction of a student loan system. Other countries provided either total or partial loans that have to be repaid in later life. "A high percentage of students are at university with no great particular aim," he added.

Naturally the present Government had had to see where savings could be made if there was to be an enormously expanded building programme, more teachers and better books.

But local education authorities now had the power to sell milk in schools.

She believed that many people would not be against raising the school-leaving age if they could be assured that in the final year the youngsters would learn things of great use in tackling problems in the outside world.

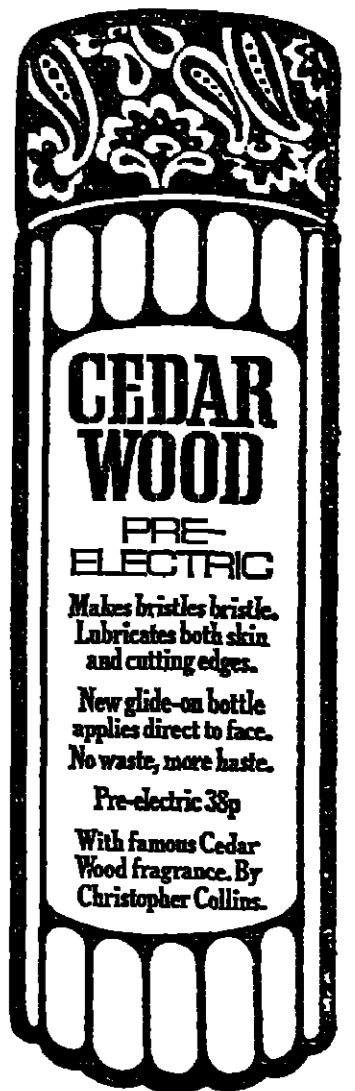
Of those children who left school at 15 years, 51 per cent had no "O" level or Certificate of Secondary Education level qualifications. Of those who left at 16 the figure was only 7 per cent.

Rapid changes

"I believe many of that 91 per cent are capable of getting an "O" level or CSE level if they are given the opportunity. We must recognise that this generation will face far more changing circumstances and a far more rapid rate of change in society than any we have encountered. "It is doubly important that they should have a basic education sufficient to enable them to adapt to that changing society and take further training when necessary."

"I think that 15 is still too young and too immature an age to put some of our children out into a complex world."

The resolution was carried by a large majority.



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An average three bed roomed semi-detached, or terraced house in Leeds using 600 useful therms. Annual fuel costs (about): Housewarm (suitable for coal-burning room heaters) £53.50. House coal £54.00. Gas £78.50. Electricity £98.00.



An average four to five bed roomed house in Ipswich with a consumption of 1,000 useful therms. Annual fuel costs (about): Housewarm £89.50. Anthracite grains £88.50. Oil (28-second) £103.50. Gas £111.50. Electricity £176.50.

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### Conference Notebook By DAVID HARRIS

## Up-against-it Tories raise their voices

TWO sets of Tories who are always up against it politically—shop-floor Conservatives and active party members in Left-wing universities—raised their voices yesterday at the Brighton conference.

They held speakers in the debates on industrial relations and education.

Michael Young, of the Federation of Conservative Students, protested against student union funds being used to make contributions to the Black Panthers, strikers, the Upper Clyde Shipbuilders workers, and undergraduates who had been fined by the courts. The federation is campaigning for the appointment of a registrar of student unions, a move favoured by some leading Conservatives when in opposition.

Andrew Neil, 22, who recently graduated at Glasgow, is the federation's first paid chairman. He is spending a year in the appointment trying to build up Conservative support in the universities.

"Wednesday's debate on capital punishment will not help us much," he predicts. "The first thing thrown at us will be: 'You are the party of the hangers and floggers.'"

There are 15,000 Conservative students. They are doing fairly well at some universities, particularly York and London School of Economics but expect to lose some ground now that the party is in power.

Neil maintains that student elections are becoming increasingly irrelevant as the ultra-Left uses mass meetings to control several student unions. Some meetings are called late at night and are kept going for hours if there is any opposition.

Which is the most Left-wing university? "It is a toss-up between Southampton, East Anglia and Sussex," Neil replied.

### Selling the Strike Act

One of the speakers in the industrial debate, Eric Dwyer (Yeovil), admitted he often wondered "whether it was more difficult to go to a shop-stewards meeting and confess to being a Conservative, or go to a Conservative meeting and confess to being a shop steward."

But Ron Ensor, 54, chairman of the party's trade union advisory committee, maintains it is a myth that there is always antagonism against factory Tories from their workmates.

A stubby man with a bow tie, who talks of dole queues in his Stockport boyhood, Ensor always goes down well at the conference. He is a ware-

house manager in Neasden, but was for several years a coalface worker and then an engineer in the north. About 15 years ago he started working with Ian Macleod and others on the party's industrial policy. The outcome has been the Industrial Relations Act. During the last year in his travels all over the country he has been defending and selling the legislation to trade unionists. He believes that only one major union, the Engineers, will refuse to register despite the present non-co-operation policy of several of them.

### MP's romance

David Madel, 33, the MP who won South Bedfordshire at the General Election, will miss the Prime Minister's speech tomorrow. He is getting married. His bride is Susan Carew, who is secretary to Anthony Buck, Tory MP for Colchester. They met at the Commons. She is going to carry on working at the House for a while, but for Buck.

### 'Rocket' for protesters

The anti-Common Market protest by fishermen in boats off Brighton on Wednesday has backfired a bit. Disaster fares were let off, one landing at the feet of an astonished policeman. Yesterday HM coastguards complained about the use of rockets. Their headquarters in Shoreham received 150 calls from people who must have thought that a fleet was sinking.

### 'MARKET' FLARES TO BE REPORTED

Sussex fishermen who manned boats just offshore outside the Conservative Party conference hall at Brighton on Wednesday to demonstrate against Britain entering the Common Market are to be reported to the Fisheries Officer and the Superintendent of Marine in London. About 50 fishing boats sent up distress fares. "I am furious," Mr Cecil Scott, the Coastguard district officer, said yesterday. "We received over 150 calls from people in Sussex." People telephoned to say that ships were in distress.

### HANGING URGED

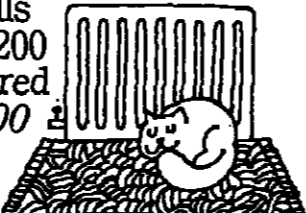
A call for the return of capital punishment for certain types of murder was made yesterday by the 38,000-strong National Federation of Licensed Victuallers. A statement issued after a federation meeting at Portsmouth, Glam, also advocated corporal punishment for violent crimes.



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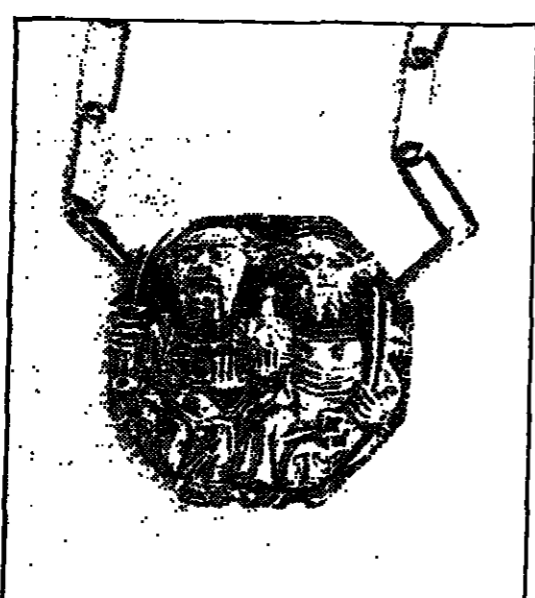


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Concerts

## Vital Boulez colours in 'Petrushka'

By MARTIN COOPER

THE BBC Symphony Orchestra's Festival Hall concert opened with a performance of Stravinsky's "Petrushka" in which Pierre Boulez obtained a striking clarity of line and a brilliant, vital colour-scheme which greatly enhanced the euphoric character of the music.

### Hans Sachs' reputation vindicated

By PETER STADLEN

THANKS to Nuremberg's enlightened immigration policy, Albrecht Dürer, son of Ajos—which is Hungarian for tuere, i.e. door—came to be a fellow citizen of Hans Sachs.

Naturally the Early Music Quartet of Munich included a song by Meister Sachs in their recital entitled "Music of the World of Albrecht Dürer" at the Purcell Room. The programme was presented by the German Institute to pay homage to the great woodcutter and engraver in this quinqucentenary year.

Coming towards the end of an evening of vocal music accompanied by various combinations of period instruments, Sachs's "Nachen im redlich" was the sole homophonic and unaccompanied setting.

Despite this, or perhaps partly for that reason, the story of David and Saul which was most touchingly sung by the tenor, Richard Levitt, made a profound impression.

It served to vindicate both Hans Sachs' reputation as a composer and the celebrated historical error whereby Nuremberg's Meistersinger believed, mistakenly, that the Minnesang they sought to revive had been unaccompanied.

Collaborating with the instrumentalists Stirling Jones and Thomas Pinkley, but also himself lending a hand with crumhorn, recorder or organetto, Mr Levitt and the soprano, Andrea von Ramin, acquitted us with a superb vocal group, above all with "Vigilie bolia" by Bartolomeo Trombocino.

Outstanding in a French selection, from the court of Margaret of Austria, I thought Pierre de la Rue's duet "Pour une jamais" for counter-tenor, soprano and viol.

\* Reprinted from yesterday's later editions.

The urbanised "Forest Murmurs" of the fairground with their concinn dynamics, and the irresistibly jaunty gait of the set dances formed an effectively contrasting background to the intense private drama of the puppet.

These qualities of clarity and variety are almost wholly absent from the score of Bartok's "Cantata Profana," whose unusually muddy texture was emphasised by the inevitable inaudibility of the text.

Whether in English or Hungarian, this is a puzzling allegory, and although its deep significance for the composer is clear from the nature of his setting, it is never fully communicated to the listener.

The BBC Chorus attacked the Hunting Fugue with spirit and the solo parts were sung by Sarah English and Siegmund Nimsgern.

Varese's "Ameriques" showed the composer as a kind of mad Satie—equally concerned with trivial material, but shouting at the top of his voice and at great length where Satie murmured under-statedly under his breath.

A superficial resemblance in Stravinsky's "Sacre" only served to emphasise the difference between the consummate artistry of the Russian composer's assumed "barbarism" and the real barbarity implicit in Varese's policy of derelict "frivolousness" often cloaking material familiar from the old-style Moorish café.

The unfinished "Nocturnal" established Varese as one of the ancestors of today's more gimmick-ridden styles.

\* Reprinted from yesterday's later editions.

## 600gns FOR KASHAN SILK CARPET

By Our Art Sales Correspondent

A KASHAN embossed silk carpet was sold for 600 gns (Rouben) at Christie's yesterday. It was in a sale of furniture, carpets, etc., totalling £19,778.

Two ships figureheads about 4ft high were bought by Van for 350 gns each. One, dating from the second half of the 19th century, is of a woman wearing a hat, blazer and skirt. The other is of a young woman in a dress with an embroidered bodice.

Christie's wine sale realised £11,829.

## £680 MILLAIS Trollope illustrated

At Sotheby's a pen-and-ink drawing by Millais illustrating an incident in Trollope's "Framley Parsonage" went to the Maas Gallery for £680.

It was in the sale of Part I of the collection of 19th and 19th-century English drawings and watercolours belonging to the late Mr L. R. Abel Smith. Yesterday's total was £14,598 for 156 lots.

A new pair of £320 and £450 for two by Edward Daves, one of Kelso Abbey and the other of Waltham Cross, Hertfordshire. "Mont Richard on the Cher," a sketch made by William Callow in June 1836, fetched £440 (Lester).

Sotheby's sale of Old Master prints commanded £17,863. Craddock and Barnard gave £600 for an example of Rembrandt's etching "Abraham Entertaining the Angels."

£12,422 picture

At Bonham's, a picture sale realised £12,422 and a furniture sale £8,498.

£240 for 1770 violin

At Phillips, a sale of musical instruments totalled £8,585. Benson gave £240 for a violin of circa 1770 by Richard Duke.

£7,770 house contents

A sale of the contents at Wood End, Thornthwaite, Keswick, commanded £7,770. The tinnezes were Henry Spencer and Sons in conjunction with Smith-Woolley and Co.

£50,000 GIFTS TO COLLEGE OF PREACHERS

By Our Churches Correspondent

A Methodist, Lord Rank, has given £25,000 to the Church of England College of Preachers to maintain its work in improving the quality of preaching.

The director of the college, Canon Cleverley Ford, said the gift had been matched by friends and organisations within the Church of England.

The income from the capital sum will help to maintain the instruction courses. Canon Ford said: "There is a real danger that preaching the gospel by word of mouth may be lost to the Church. It will only survive if we believe in it and practise it."



Kenneth More and Keith Skinner in a scene from Alan Bennett's "Getting On," which opened at the Queen's Theatre last night.

## PLAY'S LACK OF GRIP OVER ZEALOT-VILLAIN

By JOHN BARBER

IT is good to see the Royal Shakespeare Company extending their activities beyond Stratford and London's Aldwych Theatre. They have now taken on an attractive 300-seat playhouse for experimental and small scale productions.

This is the Place, Duke's Road, near Euston. The opening play, Trevor Griffiths' "Occupations," is a curious choice. It is, however, carefully staged and the actors are leading members of the permanent company, whom it is a pleasure to watch at such close quarters.

"Occupations" seems undecided whether to be an earnest political drama or a romantic spy thriller with sexual trimmings. The period is 1920, the scene Turin, where revolutionaries have seized the factories and seem about to lead Italy into full Communism on the Russian model.

We watch events from a hotel room, home of the sinister Kubak, an emissary from the Bolsheviks sent to spur things on. His mistress, a landed aristocrat, lies dying in bed throughout.

The manoeuvrings of this cynical zealot promise both excitement and a bundle of ideas. He conspires with intellectuals, he hands out Moscow gold and purveys messages from Lenin himself.

But he soon forfeits respect. He trusts a traitor with a vital telegram. His bribery is refused. He fails to win over a leading agitator. He orders a servant into his bed. Finally, he is executed by the authorities. So the plot is broken-backed.

Politically, the play fails because it never comes to grips with the clash between the radical ideas of the off-stage proletarians and their willingness to kow-tow to the employers.

Ben Kingsley makes something of the propagandist Gramsci, a chain-smoking hunchback, but his prosaic exhortations to the unseen workers seem to bore them as well as us.

Sebastian Shaw, as a sleek industrialist and Philip Modia, as an urbane hotelier, brought some distinction to the occasion.

\* Reprinted from yesterday's later editions.

## HORMONE WORK WINS AMERICAN A NOBEL PRIZE

By Our Science Staff

THE 1971 Nobel Prize in medicine and physiology was awarded yesterday to Prof. Carl Wilbur Sutherland, professor of physiology at Vanderbilt University, Nashville, Tennessee, for his work on hormones which aided research into cancer, diabetes, and other ailments.

Prof. Sutherland, 55, who was born in Kansas, discovered cyclic A.M.T., a basic substance in human cells. Because of his work we now understand how hormones work, according to the prize committee.

He is the 43rd American to win the medicine prize, £38,000 cash, a gold medal and a diploma. It will be awarded by King Gustav of Sweden at a ceremony in Stockholm on December 10.

## TUDOR WARSHIP TIMBERS FOUND BY DIVERS

Amateur divers excavating the wreck of what is thought to be the Tudor warship Mary Rose, part of Henry VIII's fleet, have uncovered a substantial length of upright timbers of the vessel.

A spokesman for B.P. which is sponsoring the project, said yesterday that the timbers were in excellent condition and clearly showed marks of Tudor shrouds. Several stone cannon balls have also been found.

The Mary Rose sank on Portsmouth in 1545 on its way to battle against a French squadron off the Isle of Wight. It is hoped that she can be raised intact and put on display in Portsmouth after restoration.

Ballet

## Surprise in 'Anastasia' title role

By FERRAU HILL

Antoinette Sibley being an available because of a continuing injury, Lesley Collier took over the title role in "Anastasia" in the Royal Ballet production at Covent Garden with surprising results.

In the longeurs of Acts I and II she made an inadequate impact, lacking the grace, elegance and presence needed to those scenes at the Imperial Russian court. But Act II belongs to a very different world—that of a woman with a confused mind and memories; and here Miss Collier came into her own.

What before were defects now appeared as virtues and her acting—taking advantage of the somewhat more effective choreography—was much more assured.

Her interpretation was still a little tentative, showing relatively little sign of the years of agony suffered by Anna Anderson, but it was certainly effective within the limits imposed by the excessive repetitiveness of the scenes.

As Mathilde Khesinska, Merle Park was magnificent; every pose, every smile, every fast spin showed perfect understanding of this attractive, exuberant and extremely influential ballerina's role.

\* Reprinted from yesterday's later editions.

## A UNIQUELY IRISH SHRINE

YEATS according to Michael Mac Liammoir, was a man of intangible power, a magician, one who gave the impression of being a hawk in human shape.

Mr MacLiammoir, in his latest one-man show, "Talking about Yeats," at the Duke of York's Theatre, is able to provide us with a warm first-hand account of the man as he recently describes him.

We are, quite simply, invited to join the actor at a uniquely Irish literary and national shrine; it inspires an evening that is as much devotional as theatrical.

Maud Gonne, Lady Gregory and Yeats himself are evoked in rich evocative word pictures. Sometimes Mr MacLiammoir lapses into some of the more traditional mannerisms of the trade.

Disillusionment, as Yeats poetically recorded it, is expressed with a brief sob and a tender clenched fist on a troubled brow. But it is at once a tender and absorbing record, one which will leave, in its own distinctly Irish way, a lasting impression. Director: Hilton Edwards. K.N.

\* Reprinted from yesterday's later editions.

## SIX NOVELS ON SHORT LIST FOR £5,000 PRIZE

By Our Arts Reporter

A short list of six novels for the £5,000 Booker Prize, Britain's largest fiction award, is announced today. The six, selected from 42 entries, are of exceptional interest, say the judges.

Malcolm Muggeridge, however, took a different view of the works considered for the prize. In July he withdrew from the panel of judges because of what was described as his general lack of sympathy with the entries.

The short-listed books are: "The Big Chapel" (Faber & Faber) by Thomas Kilmer; "Briefings for a Descent into Hell" (Cape) by Doris Lessing; "In a Free State" (Andre Deutsch) by V. S. Naipaul; "St. Urbain's Horseman" (Weidenfeld and Nicolson) by Richard Braithwaite; "Goshawk" (Heinemann) by Derek Robinson and "Mrs Chatterley's Lover" (Chatto & Windus) by Elizabeth Taylor. The winner will be announced on Nov. 25.

\* Reprinted from yesterday's later editions.

SEVERAL hours of talks between B.O.A.C. and its pilots at the Department of Trade failed to settle a dispute over flying schedules that threaten to disrupt services. The pilots' union said that its direction to members to take 56 hours rest within a seven-day period stands.

California

GENE VINCENT, the pop singer, has died aged 36, it was said by hospital officials in Newhall. A post-mortem will be held although a family friend said he was believed to have died of bleeding ulcers. He made his name as a rock and roll singer in the early 50s.

## CHAMPAGNE TRIP

A champagne bottle with a message inside has been washed up on a New Zealand beach—four years and 15,000 miles after it was tossed from the Queen Mary on her last voyage, about 1,000 miles north of Cape Horn on her way to Long Beach, California. The message asks the finder to write to the liner's American owners.—Reuter.

To several of Dürer's most famous watercolours have been added drawings and prints illustrating every aspect of his multifaceted genius. In them there is a rare fusion of craftsmanship and imagination.

Particularly valuable is the inclusion of examples of the work of Dürer's contemporaries and of objects of the sort for which he produced designs.

For the general public this exhibition, which stage by stage traces Dürer's life, is supported by a catalogue by John Rowlands which gives an ideal balance between fact and explanation, yet is concise enough to be used when going round the exhibition.

The British Museum houses one of the world's great collections of Dürer's work. It can be fully appreciated.

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# Kinky time in Fascist Italy

By PATRICK GIBBS



ABOVE: Marcello, his wife, Anna, and the Professor in Bertolucci's "The Conformist," based on the novel by Alberto Moravia. Below: The actress Simi as the village girl in Ray's "Days and Nights in the Forest."



ABOVE: Marcello, his wife, Anna, and the Professor in Bertolucci's "The Conformist," based on the novel by Alberto Moravia. Below: The actress Simi as the village girl in Ray's "Days and Nights in the Forest."

THE rising directors in Italy these last 10 years have been Marco Bolognini ("Fists in the Pocket," "China Is Near") and Bernardo Bertolucci. Of their work next to nothing has been seen here outside the London film festival, only, I think, Bertolucci's "Before the Revolution," of 1964, which had some small commercial showing.

That was his second film, his first a clever little thriller called "The Grim Reaper" which caught the eye at the Venice festival in 1962. Now he has his fourth film, "The Conformist" (Curzon, "X"), which was generally thought lucky not to carry off the prize at Berlin last year—there were, of course, no prizes for the festival used, but not before this film had been shown and admired.

A worthy prizewinner, I would say, at any festival where the artistry is highly esteemed, for the director and his photographers (Vittorio Storaro) provide a feast of beautifully composed and coloured pictures which perfectly recapitulate the several rides in which the story is told, starting in Rome in 1920, going to Paris in the 'thirties and ending in Rome again with the fall of Fascism in 1943.

his last life smoothly enough visit to his father at the asylum; and also his secret life, for his desire to conform has led him to offer his services to the secret police—with Fascism all-powerful, there's nothing like joining the club to make one feel at home.

Which is made of grandiloquent Fascist architecture, in his visit to a ministry to confirm his appointment and make arrangements for his first mission which is to contact an irate anti-Fascist in Paris, who, he decides conveniently to be his honeymoon. Under him to be another, experience agent, Mangano, and he is to stop at an address in Venezia for final instructions.

That this turns out to be a brothel will be no surprise to regular readers of Moravia who is a specialist in sexual odds and ambiguities. Of this we have already been reminded by conversation between Marcello and his bride on the train in which she reveals, in a casual tale, she isn't quite so "dainty" as he thought. Indeed, we have been prepared from the start, since the 1920 incident involved homosexual behaviour, so it's no surprise to see Marcello embroiled with the brothel girls with considerable rour.

### Maabre comedy

The job in Paris, it turns out, is not just to contact but to murder the intended victim being Marcello's old university professor of philosophy. At which Marcello appears to have no gains, finding in due course that the professor has a young wife, Anna, who is amazingly like the brothel girl and also arouses his passion.

What results from Anna using Marcello merely as a means to become intimate with his wife, and from Marcello's cloak-and-dagger association with Mangano, who hangs around suspiciously and incomprehensibly, is a macabre little comedy which was much to the pictorial vocation of Paris of the 'thirties, still under the spell of Art Deco.

Whether too much time and effort are not taken up in painting this picture—there's an elaborate but not very relevant once hall scene—remains rather a nagging question, especially to a reader of the novel who may well feel that the fast-comedy of personal passions and political morals would have been more ironic, and more significant, if the characters had been drawn in more detail, as in the original.

Still events leading to the assassination, and the killing itself, are contrived with sufficient elegance and originality to make the trite ending seem quite adequate, with the Fascist government falling and Marcello suddenly discovering the truth of the 1920 incident, which leaves him railing ridiculously against his fate at night in the old Roman forum.

The difficult, negative feat of suggesting self-effacement, which is Marcello's chief characteristic, is brought off with some skill by Jean-Louis Trintignant, who, while generally keeping Marcello cool and calculating allows him brief, revealing moments of clownishness or exasperation. Dominique Sanda makes Anna suitably enigmatic, Stefania Sandrelli as the wife is perfectly ordinary, though only in mind, both girls looking lovely in the dress-and-undress-of-the-dress-at-confession, indeed picking up period.

It is here, on the eve of his marriage in 1935, that the film begins, taking us back very naturally to the 1920 incident as it is described by Marcello at confession, indeed picking up period.

### Haunting incident

The central character, Marcello, is introduced in the novel as a boy of 13 in 1920 who has the terrible experience of shooting someone—dead, he thinks. This being the only child of a rich, elderly father and a beautiful young mother, influential in his character, but not so influential as this incident, about which nobody knows, which horribly haunts his later life.

Its effect is to make him wish to be ordinary, to be like other people, to conform; and this desire is increased when his father goes mad and is put away in an asylum and his mother takes to lowly lover and drugs. His job as a civil servant is ordinary enough, and to conform further he is going to marry a girl he thinks to be ordinary from a similar, professional milieu.

It is here, on the eve of his marriage in 1935, that the film begins, taking us back very naturally to the 1920 incident as it is described by Marcello at confession, indeed picking up period.

### New departure for Ray

SATYAJIT RAY continues rewardingly to widen his range, moving from the romantic to the realistic.

At Venice this year we had from him an extremely unromantic view of a highly educated young man being subjected to the indignities of job-hunting in Calcutta, and now, with Days and Nights in the Forest (Paris Pullman, "A") he provides a realistic contemporary comedy that seems to me quite as bitter as funny.

Four young men from Calcutta drive by car deep into the remote countryside for a week's holiday, the excuse being for one of them, Harinath, to get over a love affair.

He is said to be a fine cricketer, his companions to be businessmen, one out of a job, but apart from this last, who's a bit of a clown, they are not greatly differentiated. A good deal of horse play suggests younger men than we see, and in fact responsibility is not their strong suit, as we realise when they turn up at a forest rest house without booking, as regulations require, then bribe the caretaker to open up, although they know it may cost him his job.

When they hear his wife is ill, it makes no impression, and they settle in with much raggling around, getting drunk in the local village that night where Harinath soon has an eye on one of the girls.

But when two ladies are spied walking the next morning, it causes great excitement, and soon the four men have introduced themselves at a cottage nearby where a family is taking a holiday—father, two daughters, one a young widow, one unmarried, and a little grandson.

What follows is an amusing, sometimes moving little comedy of manners—bad manners from the young men, although they put on their best behaviour, good manners from the family who are remarkably tolerant

even when the young men, due to being drunk as usual the previous night, oversleep a breakfast invitation.

Yet in spite of these and other disasters two of the men make some progress with the girls, who are charming creatures; and Harinath, too, can be said to progress, predictably, with the village girl who attracts him.

In every case, it is salutary progress, Harinath getting hit over the head and the other two being brought, in more subtle ways, to a realisation of their responsibilities in a personal relationship.

This sounds, perhaps, rather a symmetrical contrivance, yet the film gives the opposite impression, all the little actions we see, far from being contrived, arising naturally from character, and so revealing character, at the same time. It is, in fact, a beautifully knit, economical piece, never straying far from the rest house and cottage and using minor characters, such as the forest ranger and his chief, to good effect. Acting, as always with Ray, is completely natural, the pace, as always, leisurely.

\* \* \*

### Comedown

Peter Collinson, who made his debut in 1968 with an efficient thriller "Penhouse," now returns to the same genre with Fight (Studio One, "X"), which is hardly in the same class for efficiency or originality. No doubt he can to some extent blame the script which attempts to rework the favourite old situation of a maniac at large and a girl in dreadful danger in an old farm house. She is a pretty young babysitter who in the course of a ghastly evening nearly loses her life and perhaps quite loses her virginity—this matter is left tastefully in doubt with the villain last seen licking her very lasciviously. Some useful actors have awful lines, Susan George screams splendidly.

# New access to Parliament's archives

THE House of Lords Record Office has been called a "major historical workshop." As such, it is a comparative newcomer to the Parliamentary scene, for it was established as recently as 1946 by the late Lord Badeley, then Clerk of the Parliaments. The office has inherited, however, some two million records of both Commons and Lords, which have been accumulating within the Houses of Parliament since the Middle Ages, and these include such documents as the Petition of Right, the Declaration of Breda, Habeas Corpus and the 1832 Reform Act.

The scope of the Parliamentary archives has been considerably extended in the quarter-century since 1946, for with the co-operation of the officers of both Houses the office has received into its care documents previously dispersed on shelves, in cupboards and in drawers within many of the 1,100 rooms of the Palace of Westminster. It would be bold to claim that everything had been gathered in, but the work of accessioning and listing has now reached the point at which a general survey is possible. The 25th anniversary of the establishment of the office is therefore being celebrated by the publication today of a comprehensive "Guide to the Records of Parliament."

Much of it deals with classes of documents not previously described in print, and some hitherto unknown or inaccessible to scholars. For instance there is a full analysis of the documents emanating from the

By MAURICE BOND  
Clerk of the Records, House of Lords

department of the Lord Great Chamberlain, the great Officer of State in whose care the Palace of Westminster was vested for 300 years. His papers deal with a wide variety of subjects, ranging from the making of coffee and tea for Members in 1681 to the reconstruction of the Houses of Parliament by Sir Charles Barry after the fire of 1834.

Among documents acquired by the two Houses are the diaries of Speaker Brand, the letter books of Peter Vargas (who served as secretary to the Government Whips in the early 19th century), the political, literary and philosophical papers of the first Viscount Samuel and the rich, complex collection of 17th-century Braye Manuscripts which includes the original record of the trial of Archbishop Laud. Two last-minute acquisitions are of particular interest: the manuscript minutes of the Committee of Secrecy in the Commons which inquired into the conduct of Sir Robert Walpole in 1742, and a copy of the precedent book of the famous Speaker Onslow, Speaker from 1728 to 1761.

The guide makes clear the readiness of the Parliamentary authorities to allow the records to be consulted by historians, lawyers and others without any formality. The records of the Lords, as being those of a "court of record," are of their very nature public and generally available. Access to Commons documents has, however, for centuries been more restricted. Apart from the documents and plans deposited in connection with Private Bill legislation, which have always been open, Commons papers and minutes

became accessible only if the House ordered them to be printed.

In 1970, however, the Services Committee advised Mr Speaker that the manuscript records of the Commons should be open to inspection after 30 years. This has resulted in the public gaining access, for example, to unprinted sessional papers, dating from 1830, which consist of some 42,000 files dealing with the widest range of political, economic and social history.

Of necessity, however, the primary concern of the Record Office since 1946 has been the physical conservation of both records and repository. In that year the documents were found to be suffering from extensive attack by fungi, and the repository—the vast Victoria Tower—was unheated, unlighted and thick with the soot and dust of generations. Furthermore, investigation revealed that the tower was in some danger of sudden collapse.

Skilled planning by the (then) Ministry of Works made it possible for the tower first to be gutted and then reconstructed.

Meanwhile H.M. Stationery Office had established a bindery in the main building to carry out an intensive repair programme, and annually some 700 deposited Private Bill plans are repaired and mounted on linen and 17,000 leaves of paper or parchment documents are cleaned, repaired and bound in files.

It is likely that the Record Office will inevitably turn its attention towards increasing the availability of its documents to users far afield. The office can now provide students with Xerox



The Victoria Tower, while renovation was still being carried out on the Palace of Westminster. The statue is of King George V.

and microfilm copies of documents as well as black-and-white or colour photographs, slides and transparencies. The experience of the past quarter-century has shown that an ever-increasing use will be made of such facilities in new and varied fields of research.

In the words of Lord Hailsham, when he opened the reconstructed Victoria Tower repository, the Parliamentary Record Office will have in front of it a long career in the service of Parliament, history and culture.

\* Compiled by M. F. Bond, H.M.S.O., £3-25.

# Barclays Bank DCO changes its name to Barclays Bank International Limited

Following an Extraordinary General Meeting of the shareholders of Barclays Bank DCO it has been resolved that the name of the bank shall be changed to Barclays Bank International Limited with effect from 1st October 1971.

Our new name reflects the continuing expansion of our business; all services to customers remain unaltered. The only change at this stage is our name, now Barclays Bank International.



# COURT AND SOCIAL

## Court Circular

**BUCKINGHAM PALACE, Oct. 14**  
The Queen arrived at Huddersfield Railway Station this afternoon and was received by H.M. Lieutenant for the West Riding of the County (Sir Kenneth Hargreaves) and the Mayor (Ald. Mrs. E. M. Whitton).

Her Majesty visited Scamden Water and, having been received by the Secretary of State for the Environment (Sir R. H. Plimsoll, M.P.), performed the Inauguration Ceremony and unveiled a commemorative plaque.  
The Queen later drove along the A62 Trans-Pennine Motorway and at the Millrow Main entrance Compound was received by H.M. Lieutenant for the County Palatine of Lancaster (the Lord Clitheroe). Her Majesty

unveiled two plaques commemorating the inauguration of the Motorway and then visited the Auderton Service Area on the M61 Motorway.

Her Majesty subsequently left Leyland Railway Station in the Royal Train for London. The Lady Margaret Hay, Mr. Philip Moore and Sgt. L. Peter Beer were in attendance.

**KENSINGTON PALACE, Oct. 14**  
The Duchess of Gloucester, Deputy Colonel in Chief, the Royal Air Force, visited the 4th Battalion Tiger Company of the 4th Bn. at Mons Officer Cadet School and also a Platoon at the Royal Military Academy Sandhurst today.

Her Majesty travelled in an aircraft of the Queen's Flight.  
The Hon. Jane Walsh and Lt-Col Simon Bland were in attendance.

## Forthcoming Marriages

**Mr R. A. Freeman and Miss J. M. Burtenshaw**  
The engagement is announced between Ralph Anthony, elder son of Sir Ralph and Mrs. M. Burtenshaw of Lymington, Hampshire, and Julia Mary, second daughter of Mr. and Mrs. J. Burtenshaw, of Hillsham, Sussex.

**Miss M. M. Bacon and Mr. D. G. Cook**  
The engagement is announced between David, son of Mr. and Mrs. G. Cook, of Bath, and Monica, daughter of Mrs. E. L. Bacon, of the Millrow Main entrance Compound, of Lancaster.

**Mr. M. T. Lennan, O.A.R.A.N.C. and Miss J. M. Burtenshaw**  
The engagement is announced between Mr. M. T. Lennan, O.A.R.A.N.C., of the Queen's Regiment, son of Mr. and Mrs. A. W. Lennan, of Alverstoke, Gosport, Hampshire, and Miss J. M. Burtenshaw, of Hillsham, Sussex.

**Mr. J. W. Wilson and Miss J. M. Burtenshaw**  
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The Prince of Wales will take the chair at a meeting of the Prince of Wales' Committee at St. Margaret's on Nov. 1.

Princess Margaret will dine with the Prince of Wales' Committee at St. Margaret's on Nov. 1, being Grand Day.

A memorial service for Lord Macquodale of Newton will be held at St. Margaret's, Westminster, on Thursday, Oct. 21, at 11.30 a.m.

A memorial service for Lt-Col F. Spencer Chapman will be held at St. Clement Danes, Strand, at noon.

## TODAY'S BIRTHDAYS

Mr P. G. Wodehouse is 90 today; Lord Snow is 88; Viscount Hood 81; and Lord Baden-Powell 55.

**WEDDINGS**  
Mr A. H. B. Baird and Miss J. Pether  
The marriage took place on Saturday in Perth, Western Australia, of Mr. Anthony Hugh Baird, son of Mr. and Mrs. A. H. Baird, of Perth, Western Australia, and Miss Judith Pether, daughter of the Rev. W. D. Pether, of Perth, Western Australia.

**IN MEMORIAM**  
Col Peter Fleming  
Admiral of the Fleet Earl Mountbatten of Burma was present at the memorial service for Col Peter Fleming held yesterday in the Guards Chapel, Wellington Barracks, Whitehall.

**SERVICE DINNERS**  
The annual dinner of the Colours' Committee of the Royal Artillery Mess, Woolwich, was held last night in the Royal Artillery Mess, Woolwich, when 170 guests were entertained.

**Colours' Commandant's Dinner**  
The annual dinner of the Colours' Commandant's Dinner of the Royal Artillery Mess, Woolwich, was held last night in the Royal Artillery Mess, Woolwich, when 170 guests were entertained.

**17th Indian Division (The Black Cats)**  
The 25th annual dinner of the 17th Indian Division (The Black Cats) Officers' Club was held last night at the Officers' Club, 17th Indian Division, 17th Indian Division, 17th Indian Division.

**20th Light Division 1914-18**  
The 20th annual dinner of the 20th Light Division 1914-18 was held last night at the Officers' Club, 20th Light Division, 20th Light Division, 20th Light Division.

**Special Forces Club**  
The annual dinner of the Special Forces Club was held last night at the Officers' Club, Special Forces Club, Special Forces Club, Special Forces Club.

**Mr R. Fox-Andrews, O.C.**  
The Lord Chief Justice and the Master of the Rolls and Lady Denning were present at the memorial service for Mr. R. Fox-Andrews, O.C., held yesterday in the Guards Chapel, Wellington Barracks, Whitehall.



P. G. Wodehouse, creator of Jeeves, who celebrates his 90th birthday today with a party for 60 friends at an hotel near his home at Rensselaer, Long Island. His wife, Edith, said yesterday: "He is in good health, but all the excitement of the last few weeks has tired him out."

# ENGLISH LAMB CHEAPER

By MARY MUNTON

WHILE prices of pork and veal—the latter not always available—remained as last week, some reductions were noted yesterday of 2p per lb in home-produced lamb.

The whole loin, English or Scotch was down from 32p to 30p lb, trimmed loin chops from 32p to 30p and chump chops were reduced by 5p lb, to 45p.

Beef joints remained as reported a week ago but there was a welcome reduction in steak prices. Scotch fillet was down from 85p to 80p lb and English from 95p to 90p lb.

There were, also, reductions of 2p lb in rump and sirloin steaks in one group. Stewing beef was cheaper by about 1p lb.

Chicken prices have also been reduced in most stores. Turkey cut portions showed a slight reduction.

Plenty of fish  
Fish was in adequate supply at prices similar to those of a week ago. Selsey lobsters cost from 2.50 lb on the south coast but were considerably dearer in the West End of London.

English apples are having a bumper season. Prices noted yesterday were: for Worcester, 2lb for 2.20; for 2lb for 1.10; Lambourne's, 2lb for 9p, Branley's 2lb for 8p.

Conference pears were 2lb for 9p, and excellent English Comice, almost ready for eating, from 8p lb. Best buys for apples, Spanish grapes and English pears, were also noted.

Citrus fruits remain on the dear side, especially lemons, from 4p each, and grapefruit, from 8p to 11p each. I saw no large grapefruit.

Good English celery costs about 6p a head. Tomatoes from 11p to 15p lb. Cucumbers averaged 15p each. Sprouts, getting more nobbly, were from 5p to 6p lb. All English roots, especially onions, potatoes and carrots, were cheap.

## BRIGHT OUTLOOK FOR BEEF SUPPLY

By Our Agricultural Correspondent

The outlook for home beef production is bright, according to the National Farmers' Union. Its livestock division estimates that there will be some 200,000 more fat cattle coming forward in the next 12 months.

By June this year the growing cattle population had recovered from the heavy slaughter due to earlier marketings last autumn.

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# PERSONAL

Private £1 per line. Charity appeals 75p per line. Trade £2 per line.

**PART-TIME FINANCIAL ADVISERS**  
Part-time financial advisers are available to help you with your money. They can advise on investments, insurance, and other financial matters. Contact us for more information.

**CONTRIBUTING TO RADIO IN THE BROADCASTING CORPORATION**  
The Broadcasting Corporation is seeking contributions from individuals who are interested in radio broadcasting. Contributions can be made in a variety of ways, including writing, producing, and presenting.

**PRIVATE, PUNISHING WOULD BE ANTI-ETHICAL**  
The idea of punishing individuals for their actions is a controversial one. Some believe that it is necessary to maintain order and justice, while others believe that it is unethical and ineffective.

**DINNER SUITS MORNING SUITS**  
Dinner suits and morning suits are popular choices for formal occasions. They are elegant and sophisticated, and can be worn in a variety of settings.

**SURPLUS TO MARKET**  
Surplus goods are available for sale at a discount. These goods can include clothing, furniture, and other household items. They are a great way to save money on your purchases.

**OFFICERS' CLUBS**  
Officers' clubs are social organizations for military officers. They provide a place for officers to relax and socialize with their colleagues. They also offer a variety of activities and services.

**OPERATIONAL LIFE LINE**  
Operational life lines are essential for survival in emergency situations. They provide a way for individuals to stay in contact with their loved ones and receive help when needed.

**ANIMALS OVERSEAS**  
Animals overseas are a common sight in many parts of the world. They are often used for work and recreation, and are an important part of the local culture.

**ARE YOU SELLING YOUR CAR?**  
If you are selling your car, it is important to take the time to research the market and find the best price for your vehicle. There are many factors to consider, including the car's condition and the current market.

**CHRISTMAS IS A TIME OF JOY AND GIVING**  
Christmas is a time of joy and giving. It is a time to spend time with your loved ones and to give gifts to those who are important to you. It is a time to be generous and to share the love.

**THE CANCER RESEARCH CAMPAIGN**  
The Cancer Research Campaign is a charity that works to fund research into the causes and treatment of cancer. It is a vital organization that has helped to save many lives.

**ENEMA COLONIC IRRIGATION**  
Enema colonic irrigation is a procedure that involves the insertion of liquid into the rectum and colon. It is used to treat constipation and other digestive problems.

**FRIDGES**  
Fridges are essential for keeping food fresh and safe. They are available in a variety of sizes and styles, and can be found at a wide range of prices.

**REPRESENTATIVE ADDITION**  
Representative addition is a type of addition that involves the addition of a representative value. It is used in a variety of contexts, including finance and statistics.

**DAILY TELEGRAPH OVERSEAS**  
The Daily Telegraph Overseas is a service that provides news and information to readers in other parts of the world. It is a valuable resource for those who want to stay up-to-date on current events.

**BRITAIN AT A GLANCE**  
Britain at a Glance is a book that provides a comprehensive overview of the United Kingdom. It covers a wide range of topics, including history, geography, and culture.

**UNION**  
Unions are organizations that represent the interests of workers. They negotiate with employers on behalf of their members and provide a variety of services and support.

**CHRISTMAS IS NEAR**  
Christmas is near, and it is time to start thinking about gifts and decorations. There are many options available, and it is important to take the time to choose the best ones for your loved ones.

**WIDOWERS**  
Widowers are individuals who have lost their spouse. They may need help with a variety of issues, including financial matters and emotional support. There are many resources available to help them.

**EXPEDITION ORGANIZERS**  
Expedition organizers are individuals who plan and lead expeditions. They are responsible for a wide range of tasks, including arranging transportation and accommodations.

**WESTMINSTER SCHOOL**  
Westminster School is a private boarding school for boys. It is known for its high academic standards and its focus on character education.

**WHAT YOU SHOULD KNOW**  
There are many things that you should know about the world around you. This includes information about current events, science, and history.

**CHRISTIAN YOUTH CAMPS**  
Christian youth camps are places where young people can spend time with their friends and learn about their faith. They are a great way to build character and leadership skills.

**SALES BY AUCTION**  
Sales by auction are a common way to sell goods and services. They are often used for real estate, art, and other valuable items.

**TO PLACE AN ADVERTISEMENT**  
To place an advertisement in the Daily Telegraph, contact our advertising department. We will help you to create an effective advertisement that reaches your target audience.

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# WAY OF THE WORLD

A variety of substances ranging from a gallon-jar of red ink to a dozen trilly-hats or a hundredweight of brass curtain-rings.

The Government has a plain duty to left-wing dramatic art. It must not fail.

Science Corner  
HAS Nature's Ultimate Secret—regularly discovered in the science columns of Sunday newspapers every week—been unearthed by a team of biologists working in Sir Charles Sherrington's prestigious Nuffield Institute under the redoubtable Prof. Ron Harwood believe they have stumbled on a genetic secret which could not merely revolutionize human life in a matter of seconds but even force many scientific journalists to look elsewhere for their subject-matter in future.

Drama  
FOR traditionally-minded playwrights of the workers' struggle the work-in at Upper Clyde has everything they need. Up to now the actors in this drama—or most of them—have played their parts magnificently.

Medical Notes  
A DOCTOR who prescribed rosewater for a patient was asked by the Health Executive Council to explain why. He did not reply and now the cost is to be deducted from his National Health Service remuneration.

"Way of the World" Medical Expert Dr. John Henbane comments: This raises an important issue of principle. If doctors are to be asked to explain themselves to the health authorities every time they do anything, the whole basis of the National Health Service will be undermined.

"Intense prescribing," as it is technically called, is a different matter. We doctors are all subject to this ailment, particularly when over-tired and liable to "free association." Only the other day, confronted with a patient who had an unusually pallid, shiny bald head I'd been up most of the night with a frigid case of acute labyrinthitis. I found myself automatically scribbling a prescription for brown shoe-polish!

But at its most serious, "intense prescribing" can be a pathological condition and a most attractive one at that. At Watford would prescribe, at the mere sight of certain patients, a

Peter Simple

## Latest Wills

BRAYINGTON, Lt-Gen W. D. M. R. England, Madeira (estate) £102,801  
Annual net income £10,000  
Widow duty £2,500  
BRANKS, T. P. Melton, 60,770  
Widow duty £2,500  
CARTER, C. D. Boxted, 64,388  
Widow duty £2,500  
CONSTANT, J. Hampton (estate) £49,416  
L200,000  
Country Down, founder, 126,637  
MANSTER, A. M. York 94,514  
BERRETT, H. V. Surrey 66,353  
PRICE, Mrs E. V. Southampton 105,951  
ROWLEY, D. York 65,164  
THOMPSON, H. S. Straly 65,238  
WALKER, J. Birmingham 51,261

## Obituary

Brig. Lionel Harry Edwards in London. He served in the Royal Artillery, 1934-45 war: A.D.C. to the Queen since 1945. He was a member of the Royal Society and a Fellow of the Royal Society of Arts. He was also a member of the Royal Society of Music and the Royal Society of Engineers.

## CHRISTMAS CARDS

HELP DEFEAT DIABETES  
Diabetes is a serious condition that can be managed with the right diet and lifestyle. There are many resources available to help you understand more about the condition and how to manage it.

## FOR THE BLIND

FOR THE BLIND  
The British Council provides a wide range of services for people who are blind or partially sighted. These services include help with education, employment, and social activities.

## HELP CONQUER CANCER

HELP CONQUER CANCER  
Cancer is a complex disease, but there are many ways to help fight it. This includes research, medical advances, and support for patients and their families.

## HEART DISEASE

HEART DISEASE  
Heart disease is a leading cause of death in many countries. There are many ways to reduce your risk of heart disease, including eating a healthy diet, exercising regularly, and not smoking.

## ARTHRITIS RESEARCH

ARTHRITIS RESEARCH  
Arthritis is a common condition that can cause pain and disability. There is ongoing research into the causes and treatment of arthritis, and many resources are available to help people living with the condition.

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To place an advertisement in the Daily Telegraph, contact our advertising department. We will help you to create an effective advertisement that reaches your target audience.



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STILL IN THE BALANCE

AS CHANCELLOR OF THE EXCHEQUER, Mr BARBER justly enjoyed his Roman triumph at Brighton yesterday. He recapitulated the substantial achievements in economic policy of the Government. In particular he rightly emphasised just how radical his Budget of last spring was. To reduce, if not at a stroke then within the foreseeable future, so many taxes; to foreshadow a major switch in the weight of taxation from direct taxes, which bear so heavily on enterprise and effort, to indirect taxes; to foreshadow a tax revolution in the shape of the introduction of an added-value tax—these are indeed major climacterics in any Government's programme.

Yet inevitably the short-term doubts remain. Mr BARBER's reminders of the Conservative Government's inheritance 16 months ago were indeed timely in the wake of last week's deplorable cloud-cuckoo-land Labour conference at Brighton. Rapidly rising unemployment has been an inevitable concomitant of the almost unprecedentedly swift inflation which Mr WILSON bequeathed to Mr HEATH. Such trends have a momentum of their own and cannot be reversed overnight.

Ministers claimed that they are doing as much as is humanly possible to reduce the unwontedly high and wasteful level of unemployment. They are certainly doing a lot. They also profess to see signs that the rate of wage and price inflation is at last abating. And it is certainly difficult to see what effective alternatives there are in the immediate future to "leaning on" employers to reduce the level of wage settlements, while eschewing a formal but useless so-called "incomes policy." The conference gave Mr BARBER the benefit of the doubt yesterday. But by this time next year the country as well as the Tory faithful will expect to see more concrete successes for this kind of economic strategy.

VOTING ON CHINA

HOW SHOULD BRITAIN VOTE in the debate at the United Nations next week on the admission of China? The question may be an academic one, since the signs are that the Government intends to vote once again not only for Peking's admission but also for Formosa's expulsion. Since the conditions this year are quite different from those in previous years, this decision would, in our view, be a wrong one. If it has been taken, it should be reconsidered.

The main difference this year is that there is an alternative course available which would admit Peking—and give her the "China" seat in the Security Council (with its veto) that is clearly hers by right—while at the same time retaining a seat in the General Assembly for Formosa. This course would avoid setting the most damaging precedent of expelling a member-country in good standing for the first time in the U.N.'s history. To do this would deny the spirit of universality on which the U.N. is based. It would be downright unfair for the 14 million inhabitants of Formosa (of whom 12 million are Taiwanese of Chinese stock distinct from the mainland peoples) to be deprived of representation in the world body through no fault of their own. More than anything, the grounds for the expulsion—two Governments in one country—could open the door for future vindictive actions of like nature by others.

The main argument advanced against retaining Formosa is that China would refuse to come in. She has always said she would not join under a "two Chinas" solution. But there are already "three Russias" (the Ukraine and Byelorussia as well as the Soviet Union). If the American resolution, inviting Peking and retaining Formosa, succeeded, there would be a new situation. China would reconsider her position in the light of it. She might decide to adhere to her former position. If she did, there would be no occupant of the "China" seat in the Security Council at all, since the resolution would have removed Formosa from it. It seems inconceivable that Peking would not decide to occupy it, if not at once then soon; and if circumstances later led to a reconciliation between Taipei and Peking, China would then have two votes—closer to Russia's three than none. Let injustice not be done to the Formosan people out of pure expediency.

EXCESSES IN ZANZIBAR

HUNDREDS OF ZANZIBARIS of Asian or Arab origin are to be expelled from the island, because their presence there is awkward to the Communist régime of Sheikh ABU KARUM. The Zanzibar Government does not care where these people go or what other country assumes responsibility for their welfare and survival. The fact is that small businessmen are thought to compete with State enterprise and Zanzibar is "nationalising" private businesses.

Since making people stateless flouts international law and custom, Zanzibar should be brought before the notice of the International Court of Justice for the principle to be upheld that no man can be deprived of his nationality. Failing to challenge such arbitrary acts could endanger the future of the United Nations organisation.

Is there any hope that the United Nations will concern itself with these abuses of power? Alas, very little; it will be argued that these are internal matters of the Tanzanian Republic which embraces Zanzibar. The stateless exiles will first go to the mainland. Doubtless some will look to Britain for further assistance. President JULIUS NYERERE may be embarrassed by these excesses but Zanzibar is a pistol pointed at his mainland Government, and with 21,000 Chinese technicians in Tanzania he is not the master in his own house.

There's nothing like a good night's sleep



We all know the feeling of arriving at an unknown hotel. The door faces on arrival, the mediocre meals, the bed that's either too soft or too hard in a bedroom which is either too hot or too cold. With the experience gained in running nine other hotels, The Walsall Hotel will be a better place to stay the least. All of the 106 double glazed rooms have their own private baths with shower, telephones, television and transistor.

The Tory Welfare State

ARTHUR SELDON looks at the new Conservative plan of "self-help"

THE post-war "consensus" Labour-Conservative Welfare State lasted a quarter of a century, 1945 to 1970. This morning Mr Edward Heath's Conservatives discuss further steps in the new Tory Self-Help Welfare State.

The old Welfare State was designed to give the same benefits to all, in need or not. It may have been egalitarianism, dogmatism, even Socialism. It was certainly not common humanity, common sense, or respect for individuality. It was the universalist creed run riot. The new Welfare State is based on human circumstances: benefits go to people who cannot help themselves; the happily increasing number who can, pay for the dignity of choice.

So far most of the measures are in the right direction. What more could be done?

Mrs Margaret Thatcher was quick off the mark with the re-assertion of variety in secondary education. The increased emphasis on primary schooling, the work of experts and officials, is more difficult to judge in the absence of an effective voice for parents. Even then, it would mean little in the absence of fees to show the costs of alternative forms of education.

The argument for the additional year to 16 would be more convincing if Mrs Thatcher showed the cost in services sacrificed elsewhere—in education, or hospitals, or more money for people unable to work.

Financing education

"Direct grants" should go to parents, not to schools: to consumers, not to producers. And not only where Labour local authorities decline to take places in independent schools. Much more generally Government could make a start at withdrawing from the business of building, owning and running schools, at which it is not very good because politics should not get mixed up with education, and providing finance to low-income parents and loans to students.

It could begin with nominal fees for State schools, a principle approved for nursery schools by Lady Plowden and several members of her Committee. It could encourage self-help by tax rebates on school fees, fares, etc. up to £140 for each child in Australia. And it could, as in the United States, experiment with vouchers and "performance contracting." Private companies are employed (in Arkansas and Indiana) to teach backward children and are paid by results. The results are very good.

Sir Keith Joseph's increased use of pricing in the National Health Service is his most hopeful step in the right direction. But to make his emphasis on better management in the NHS a reality he too will have to use payment by results. Good management, as in private industry, requires competitive incentives for efficiency and penalties for inefficiency. Sir Keith and Mr Michael Allison know all this: they have yet to apply it.

The introduction of better methods or businessmen, a little more centralisation here or more decentralisation there, will not suffice. What the NHS requires is more competition both within its vast bureaucracies and from outside. More internal competition requires a massive move to a more federal structure, with much more

regional or local autonomy. And this requires power to raise money locally. The straitjacket of attempted equality must be loosened for the sake of higher standards all round, for psychiatric and geriatric patients as well as for normal acute and emergency medical care.

And competition from outside requires heroic decisions to encourage private capital to build hospitals and private insurance to cover more than the meagre 5 per cent of the people. There are millions of pounds that could be channelled into medical care. British health should come before the National Health Service. Mr Enoch Powell has said "Britain is stuck with the NHS... for my lifetime and beyond." He must be proved wrong. The NHS receives too little—barely 5 per cent of the national product because it limits us to taxation. With the whole battery of taxation, social insurance, private insurance, fees, charges and reimbursements, France and Germany, Belgium and Norway, Canada and the United States raise 10 to 15 per cent, and more. And in periodic refinement of their methods they never dream of copying the NHS. Not even Senator Edward Kennedy, who praised the NHS the other day, is advocating it in his country. Why then should British Conservatives see the 1946 creation of Bevan as untouchable?

Mr Peter Walker and Mr Julian Amery have taken the longest step in the right direction. Their housing allowances in cash will put low-income private tenants on a more financial footing as low-income council tenants with rent rebates. They should now be persuaded to take an even longer stride nearer their goal. Rent rebates remain non-market rents; housing allowances promote them. Rebates frustrate the rationing function of rents and necessitate rationing by officials; allowances strengthen rationing by rents. Not least, the dual rebate-rent-allowance system segregates council from private tenants.

Messrs. Walker and Amery could put this right by introducing cash housing allowances for all tenants. They have been used in Europe for many years. Or, if the change is too sudden, all tenants, Council and private, could be given housing vouchers. The perspective must be long run. The United States, Department of Housing and Urban Development under Mr George Romney is sponsoring research by the private Urban Institute in Washington to discover the possible effects of housing allowances of varying kinds—cash or vouchers—in raising rent in the short run and increasing the supply of housing in the long run. They would, moreover, cost much less than local government building.

The new pensions scheme will shift the emphasis from State to occupational and private pensions generally; another step in the right direction. But the introduction of graduated national insurance contributions to pay for the uniform State pension will create pressure for graduating the pension. Sir Keith Joseph and Mr Paul Dean

may have solved the immediate problem of finding more money without raising taxes, but they will be making severe difficulties for Conservatives in the 1980s.

Far better to make a start with winding up the whole national insurance system. Australia has managed very well without it. Her pensioners are better off than ours; and less money has to be raised in taxes. The Prime Minister, Mr William McMahon, is resisting Australian academic Labour-like talk of "national superannuation" that Mr Heath's Tories have rightly rejected.

The Reserve Pension Scheme must not become a backstairs to State control of industry, as envisaged under Mr Hugh Gaitskell, and as is happening in Sweden. The board of management must be strong enough to segregate its funds from general revenue. There are worrying doubts here. The solution is to expedite the expansion of occupational and private pensions—not least by removing their control from the Inland Revenue—so that only a small and diminishing number have to resort to the State's Reserve Scheme.

The Family Income Supplement is yet another move on the right lines. But if 60 per cent do not ask for it, the Cabinet should recognise its weakness—that claimants have to initiate a claim—and go the whole way to reverse income tax. In time it could replace family allowances and other wasteful benefits. (Canada has been discussing means-testing its family allowances.) And it would take over from the half-way measure of vouchers.

The main doubt is the effect on incentives. A recurrence of Speenhamland demoralisation is not inevitable. The New Jersey experiment so far indicates no marked disincentive. Abuses are probable, but controllable. They should not distract Conservative attention from the central aim of mastering poverty so that all can pay for welfare. The abuses are tiny compared with the thousands of millions raised in taxes and paid back to taxpayers in universal benefits.

But is a government changing the direction of social policy, affecting half of public expenditure, effectively served by a civil service working in a 25 year old groove? British civil servants are incorruptible, but they are not chameleons. They are able, experienced, specialists with opinions, value-judgments, feelings of their own. Ministers out of office evolve new thoughts. Civil servants continuously "in office" generate inertia.

If the American system of bringing in senior officials with each government has defects, though in Washington recently I saw its advantages, new solutions may have to be evolved. Perhaps more systematic reference by Ministers to unofficial outsiders acting as a second string to provide a constant flow of strong opinions. Like the NHS, bureaucrats should have competition both within and from outside. The Tory Welfare State may stand or fall by it.

Ulster Unionists come to Brighton

A SURPRISE at yesterday's Tory party Conference was the appearance of John Taylor, Northern Ireland's Minister of State for Home Affairs.

He is at Brighton with more than one of his Unionist colleagues at Stormont primarily to address tonight's public meeting on Ulster organised by the Monday Club. The Unionists, whose presence caused a number of raised eyebrows, took care to arrive in time for yesterday's emergency debate on Northern Ireland though none was called to speak.

Constitutionally, their presence is unacceptable. Northern Ireland is entitled to send six delegates for each of the 12 constituencies represented at Westminster. They also have five representatives on the Tory Executive—one of whom, Mrs Lindsay, spoke for the first time since 1945—making a total of 17 in all. This figure gives them the edge on the Scots, who can attend Tory conferences but only as observers.

Dog's life

ONE of the keener workers at the Tory party Conference is Pete, who was on duty outside the headquarters, the Metropole Hotel, for 12 hours yesterday. None of the delegates, MPs or Press correspondents assembled at Brighton had a sharper nose for trouble.

Pete is an Aegian of three and a half, one of the 25 police dogs kept by the Sussex County Police. They have been drafted into Brighton as part of intensive security operations mounted for the conference. The principal corridors of the Metropole are full of hidden eyes connected by closed circuit television. Pete and his handler work on more elemental lines.

Candles, Jeeves

P. G. WOODHOUSE, 90 today, began life as a bank clerk. Very many will be glad that he thought better of this and started to write books. The first appeared before the Beer War was over. The latest—Woodhouse says his 99th, but I make it nearer the 100th—appears today, and brings Jeeves back to us. It is hard to think of any writer in this country whose characters, whether Jeeves, Jeeves and Wooster, or others, have been blessed with more timeless qualities.

Evola Waugh once explained this by describing the Woodhouse characters as still in Eden. They had experienced no Fall of Man. Woodhouse is a creature of the imagination, not of the world.

LONDON DAY BY DAY

who was practically illiterate, might agree round 80 candles, that it also made some matchless English literature.

Plain language

A FORTASTE of the sort of opinion Senator Robert Byrd of West Virginia might deliver if he became a member of the Sunday Club has been received by Macmillan's, the publishers. The Senator is being considered by President Nixon for appointment to the court.

One of Macmillan's editors, Samuel Stewart, sent him a copy of one of its forthcoming books, The New Soldier, by John Keay and the Vietnam Veterans Again War, inviting him to say what he thought of it.

"Dear Mr Stewart," he replied. "I have your letter of Sept. 9 with which you enclose a copy of 'The New Soldier.' You have asked to know my reaction to it. I say most respectfully to you, I threw it in the wastebasket after looking through it."

My note about the choice of Breeding Closes as a land reclamation scheme Dr. Jeeves used a brown railway line at Harpenden, Hertfordshire, has remained a reader of the notes selected for a new treat near an uncollected Redwing, Sun at Upper Bowing, Sussex. It is Dawn Close.

Family tie

MRS BANDARANAIKE, Prime Minister of Ceylon, is to make a four-day visit to Britain beginning Sunday week. It will be her first visit here for three years.

Though she will be having talks with Mr Heath and Sir Alec Douglas-Home, Mrs Bandaranaike is coming to Britain.

There are also personal reasons behind her decision to come, I learn.

Her son is studying at University College, London, and her daughter is working at his own.

Advice by experts

BRITISH weathermen in the Caribbean have had a new reason for their Club on the Dutch island of St Maarten. But the club, which has had to

ing what it calls a "blueprint for profitability through effective management control." This is a massive book about accounts and reporting for managers in shipbuilding.

The industry—or what survives of it—may be excused for not rushing out to get a copy. The book was prepared in conjunction with the finance directors of "five of the leading shipbuilding companies in the United Kingdom."

These include Upper Clyde Shipbuilders, Cannel Laird, which the Government has had to bail out, and Harland and Wolff, who need regular injections of Government help to keep going.

Small world

IT is an interesting coincidence that Rear-Admiral Colin Dunlop, who takes over on Nov. 1 as Port Admiral, Chatham, joined the Navy 58 years ago at the port. He began as a cadet on HMS Frobisher in No. 9 Dock in 1913.

Rear-Admiral Dunlop, who has been Commander of the British Navy Staff, Washington, and Chief Naval Supply and Secretariat Officer, still remembers the day he travelled to Chatham by train to join up. He travelled in the same compartment as the now Second Sea Lord, Vice-Admiral Sir Andrew Lewis, who started in the Navy on the same day.

Waiting for records

F. W. D. DEAKIN, whose account of the first British military mission into Yugoslavia in 1945 to find out about Tito and the partisans, "The Embattled Mountain," is out from Oxford University Press this week, is already well advanced on a sequel.

Working from his home in the South of France, where he has lived since his appointment as Warden of St. Antony's, Oxford, he has already gathered Yugoslav, Italian and German source material by a more academic route about Yugoslavia in the war years. But he must wait till January for the release of the British records, he tells me.

Included in the midst of the papers during the abortive German attack of May, 1947, he had to identify himself publicly. His lack of Serbian did not prove too troublesome. He told me at the publication party, "We were running away most of the time so there was not much time to talk."

Wrong address

BRITISH weathermen in the Caribbean have had a new reason for their Club on the Dutch island of St Maarten. But the club, which has had to

LETTERS TO THE EDITOR WILSONIAN VERSIORS OF TRUTH

SIR—Mr Harold Wilson is reported to have said that by the reference made to him by Mr Heath on the B.B.C.'s "Panorama" programme was a lie, and that he will state the facts in circumstances which will ensure as much publicity for the truth as Mr Heath secured for the lie.

No doubt electors generally share Mr Wilson's concern for the truth, but with the possible difference that they require to know the truth, the whole truth, and not half-truths.

For instance, at the time of the Macclesfield-by-election Mr Wilson suggested that the Government's expulsion of Soviet officials was, in fact, "a bit of a phoney" timed to win votes. Was there any truth in this suggestion? Can Mr Wilson substantiate his allegation? Can he prove that he spoke the truth?

Again, speaking on the B.B.C. "24 Hours" programme from Brighton, Mr Wilson referred to the "arm-twisting" which is going on in the Conservative party concerning the forthcoming vote in Parliament on British entry into the Common Market. He went further, and described it as a disgrace to democracy. Has Mr Wilson any evidence of this "arm-twisting"? Was he, in fact, speaking the truth when he used this expression? Mr Kenneth Warren, M.P., evidently has cause to doubt the Prime Minister's accuracy on this point (Oct. 13).

Just as one cannot expect clean water from a polluted well, so with truth—the source must be pure. T. E. ROBERTS, Aylesford, Essex.

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What someone should now point out to Mr Wilson is that his attempts to

SIR—To anyone familiar with the workings of Whitehall there can be no doubt whatsoever that Mr Wilson, as Prime Minister, knew all about the KGB build-up in this country. The only possible explanation for his being left in ignorance would have been the first Secretary's tactically let slip the remark: "It is because he knows too much what is going on in our societies!"

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believe the enormity of the KGB to the nature of Lyalin in particular, could have been lifted from French or Red by Philby. He really should be circumspect.

Talks to the Government's courage and well-judged action, that pull now has an idea of the scale of Soviet effort to subvert the country and to destroy our way of life: these KGB men were stung, some of the case officers: the core of what one can safely assume to be a complex of cells and organs.

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# WOMEN WELCOME BARBER'S HINT ON DEATH DUTY CUT

By JAMES ALLAN

WOMEN'S organisations gave a welcome last night to a strong hint by Mr Barber, the Chancellor, that he is to consider helping widows by exempting the family home from state duty.

His hint came at the Conservative party conference in Brighton after an impassioned plea by Mrs Daphne Leonard, 45, a widow from South Portsmouth, who had to sell her own home to pay estate duty after the death of her husband.

"This is wonderful news," said Mrs Margaret Torrie, director of Cruse, the organisation for widows and their children.

"We welcome anything which assists widows," said a spokesman for the National Federation of Women's Institutes.

In recent years thousands of widows have been hit by estate duty, particularly in view of the rapid rise in property values.

Homes bought 30 or 40 years ago for perhaps only a few hundred pounds could now be worth £15,000. Estate duty begins at £12,500.

**Main asset**  
In many cases the home is the main asset left to a widow who has to sell to meet the estate duty. If she has children still to bring up the hardship of being without husband and home is even greater.

Last night Mrs Leonard said: "I have always felt a violent sense of injustice over the issue of huge death duties. I am deeply and emotionally involved on this issue."

Mrs Leonard, whose husband was a chartered surveyor and Portsmouth city councillor, said that after her husband's death she had to sell their home and go out to work for the first time in her life.

She also moved into a smaller home. "It was no good just sitting around or moaning," said Mrs Leonard.

She felt a "burning sense of injustice" on behalf of other widows who had been hit by estate duty on their homes.

**Doctrine tax**  
In making her plea in the packed conference hall for an end to the hardship, Mrs Leonard complained, "This is a tax which is largely doctrinaire. The yield from estate duty is minimal and we have every right to look to the Conservative party to do something positive about it."

And she added: "I'm going to make this speech again and again until I get a definite pledge that something will be done."

After hearing the Chancellor's promise Mrs Leonard commented: "I was thrilled by what

he said. If I can't believe him, who can I believe?"  
She is a member of the executive committee of the National Union of Conservative Associations and a former area women's chairman. She has a stepson and a stepdaughter.

## Need for joint ownership

Mrs Torrie, Cruse's director, said: "We have had a great deal of experience of the problems widows face when the husband has not put the home into joint ownership with his wife. If husbands did so they would immediately cut by half the amount liable for duty."

"We have always advised widows to try to avoid selling the family home. If it is their only asset they have no alternative when duty has to be paid. But if they can hang on to the house it could be used to take in lodgers, who provide a useful addition to income."

The starting point for liability for estate duty was raised by Mr Barber in his Budget from £10,000 to £12,500. The Chancellor estimated his measure would exempt a quarter of the total estates liable for duty annually.

But the strong upward trend in house prices all over the country, in some cases up by 50 per cent since 1965, has put many widows into the estate duty bracket.

**£10,000 not limit**  
In South England the £10,000 barrier has been left behind in the estate market. It means that houses bought for modest amounts many years ago can easily be worth five figures.

If, for instance, a home were now worth £15,000 the widow would be liable for duty on £2,500 at a rate of 25 per cent, producing a bill of £625—a considerable sum for a widow with no capital.

It can be paid in eight annual or 16 half-yearly instalments unless the property is sold when the duty becomes payable immediately.

To May Mr Jenkin, Financial



Continued from preceding column

Secretary to the Treasury, said in written Parliamentary answers that it would cost the Exchequer £150 million if payment of estate duty was delayed till the surviving spouse's death.

To exempt from the estate duty the value of the family house left by a husband or wife to their surviving partner would cost about £40 million a year. It would cost £20 million to raise the starting point to £15,000.

## TAXMEN CAUGHT BRICKLAYER AFTER WEDDING

A bricklayer, Derek Burch, said at his bankruptcy examination that he had sold his business as a sub-contractor collapsed after he was married, because he could no longer avoid tax demands by fitting from job to job.

Mr Derek Hornby, the Registrar, commented: "I have never heard that excuse before. What an extraordinary story." Mr Burch, of Millford Road, Yeovil, replied: "I can assure you there are thousands of others doing the same. I was unlucky enough to get caught." He said his debts were £1,200.

Mr Arthur Seldon, the Receiver, closed the examination.

## LADY RUSSELL

By Our Paris Staff

The funeral of Lady Russell of Liverpool who was killed in a road accident near Rennes on Friday took place yesterday in the Anglo-American Church at Dinard.

A session of Caribbean limbo-dancing providing an unofficial end yesterday to a five-week training course at Aldershot for 88 members of the Jamaican Defence Force.

## Saxon tax boundaries to be changed

DAILY TELEGRAPH REPORTER

Tax divisions unchanged since Saxon times are being reorganised by the Lord Chancellor's Office. The review began before Lord Justice Sachs drew attention on Wednesday to the "scandalous" delays in the hearing of disputes between the Inland Revenue and the taxpayers by commissioners of Income Tax.

The Judge had heard that a man, aged 76, had been "pursued" by the Inland Revenue for nearly 30 years over his tax affairs. He said the time had come to "curb the pursuit of the taxpayer by the taxman."

A spokesman for the Lord Chancellor's Office said yesterday that the tax boundaries were based on divisions drawn up in Saxon times.

As a result, there were several panels of commissioners for a sparsely-populated area such as mid-Wales and only one for a major city like Manchester.

The review would streamline the boundaries in "more realistic areas" and provide more panels for busy areas. The spokesman said the 620 divisions would remain about the same.

When the divisions were introduced during the Napoleonic wars they were based on Saxon divisions of the countryside.

He denied, though, that the tax appeal procedure was responsible for delays which led to Lord Justice Sachs calling for a review of the system under which appeals were conducted.

## Taxpayers' fault

The Lord Chancellor's office spokesman said that much of the delay in hearing tax appeals was the fault of the taxpayer and his representative. He accused them of appearing before tax commissioners ill-prepared and seeking repeated adjournments.

The 6,000 commissioners, drawn from local business, the 620 areas, are appointed by the Lord Chancellor's Office and are unpaid. They have been advised to instruct accountants appearing for taxpayers to present their cases more quickly.

"We recognise there is an appalling waste of time, but it is not due to the commissioners," said the spokesman. "We are bringing more pressure on taxpayers to prepare their cases more quickly."

"They do it themselves. The accountant is probably over-worked and the client believes he has longer to find the money to pay if necessary. The delay is usually on the side of the taxpayer."

The Income Tax Payers' Society, a London-based independent group representing taxpayers, agreed that much of the delay was caused by the taxpayer and his advisers failing to prepare their case with sufficient speed.

## Grave breach

Commenting on the delays in hearing tax appeals, Lord Justice Sachs said in the Appeal Court that the case of Mr David Rose, of Hesketh Road, Southampton, was "a grave breach of the rules of natural justice."

Mr Hesketh had claimed that he was not liable to tax on £85,171 he received between 1942-1951. Lord Justice Sachs said the tax assessment should be cancelled, but two other Appeal Court judges upheld an order that the case should be reheard before a fresh panel of tax commissioners.

The Inland Revenue would make no comment on Lord Justice Sachs's remarks yesterday. Under the 1970 Taxes Management Act it can recall tax affairs as far back as the 1956-57 tax year if they suspect fraud or wilful default.

In other cases it must seek the commissioners' permission to inquire into tax affairs in the past six years.

## MEL FERRER ILL

By Our Arts Reporter

Mel Ferrer, 54, the American film producer and actor, was admitted to the London Clinic yesterday after collapsing on his way to London Airport to catch a plane to Beirut. A Clinic spokesman said he had been admitted for investigation. He had been overworking and was "very tired."

## RECORD MOTOR EXPORTS

By JOHN LANGLEY  
Motoring Correspondent

BRITAIN'S motor industry will go into the Motor Show next week with a background of rising production, record export earnings and the prospect of doing even better next year.

Mr Kenneth Corley, president of the Society of Motor Manufacturers and Traders, said last night that there would be numerous cars which had not been seen at any previous exhibition in Britain. Many familiar models would display major improvements.

"There can be no doubt that the man who buys after Paris will be buying a much improved vehicle. This is not a year when the charge of 'change for the sake of change' will be heard."

For the first time, car sales in Britain would exceed 1,200,000 this year. Sales in the first nine months would be more than 10 per cent higher than the same period last year.

Despite the Ford strike, production so far was about seven per cent higher. It is anticipated that production of cars for export will be between 750,000 and 760,000 cars this year compared with 725,000 in 1970, said Mr Corley.

Princess Alexandra will open the show on Wednesday.

## MURDER CHARGE WOMAN ON £15,000 BAIL

Bail of £15,000 was set for a woman when she appeared on remand with her husband and son in court at Richmond, Surrey, yesterday, charged with murdering a woman aged 21.

Mary Theresa Fairbanks, 52, her husband John, 62, a chiroprapist, and son Mackenzie Bradshaw, 27, unemployed crocheter, are accused of murdering Louise Benaoudia, a Belgian, on the houseboat Chez Kim at Taggs Island, Hampton Court, Middx, on Sept. 29.

Victor Long, 31, a taxi driver, of Linden Leas, South Benfleet, Essex, was charged with procuring Louise Benaoudia to be aborted. He was remanded on bail of £500 for four weeks.

# Sir Harold Wernher cited in divorce petition

DAILY TELEGRAPH REPORTER  
SIR HAROLD WERNHER, 78, industrialist, racehorse owner and close friend of the Queen, is being cited as co-respondent in a divorce action brought by Capt. Jack Mortimer Dennis.

Captain Dennis, also keen on racing, has named Sir Harold in his cross petition for divorce from his wife, Joan Rosalind.

Sir Harold, third baronet, is denying the charge.

Mrs Dennis also denies adultery and is suing her husband for divorce.

The Queen and Prince Philip often spend their wedding anniversary in November with Sir Harold and his wife Lady Zia at their stately home, Luton Hoo, Beds.

Sir Harold and Lady Zia's two daughters, Georgina and Myra Alicer, were childhood playmates of the Queen and Princess Margaret. Georgina, now the wife of Lt-Col Harold Phillips, is godmother to Prince Andrew.

**£1.2m art collection**  
It was at Luton Hoo, which houses Sir Harold's £1.2 million art collection, that Princess Alexandra met her husband, Mr Angus Ogilvy, for the first time. Many of Europe's royalty are entertained there.

The Wernhers married in 1917. Their only son was killed in action in 1942.

Lady Zia is the great granddaughter of Czar Nicholas I of Russia and the daughter of the late Grand Duke Michael Michaelovitch of Russia and the late Countess de Torby. Sir Harold was formerly chief of the Electrolyt and Plessey group and has hotel interests in Bermuda.

Capt Dennis served in the Life Guards during the 1939-45 war. He and his wife have a son, Anthony, aged 28.

In August 1970, Capt Dennis asked a High Court judge to stop his estranged wife selling Riverhall, a country estate at Wadhurst, Sussex, for £62,500. He said he had an interest in the estate which was valued at £81,500.

Mr Justice Dunn, sitting in the Probate, Divorce and Admiralty Division, directed that the proceeds should be paid into a joint account until proceedings under the Matrimonial Property Act had been decided.

## WRECK MAY BE 1743 SILVER SHIP

Daily Telegraph Reporter

THE wreck of a sailing ship discovered off the Isles of Scilly is believed to be that of the Hollandia, a Dutch East Indian trading vessel, which sank in 1745 when carrying a large quantity of silver coins.

Some heavily-encrusted coins have been brought to the surface and a fine bronze cannon has also been located.

Mr Rex Cowan, 44, of Gayton Road, Humbleton, who traced the wreck and estimated that he was evaluating the find at the moment and it is impossible to say what it will be worth. "If this is the Hollandia it is known she was carrying silver for trading purposes."

Mr Cowan and his team of four aquanaut divers have spent two years searching for the vessel, and three years researching old records. They are keeping the exact location secret in case other underwater treasure seekers try to loot the ship.

## Wreck rights

The rights to the wreck have been acquired by Mr Cowan and an associate from the Dutch Government. "This means the wreck will not go the way of others and have to be given to the Crown as unclaimed salvage," said Mr Cowan.

He added that he had not had to pay for the salvage rights. He had an arrangement to share any profits with the Dutch Government.

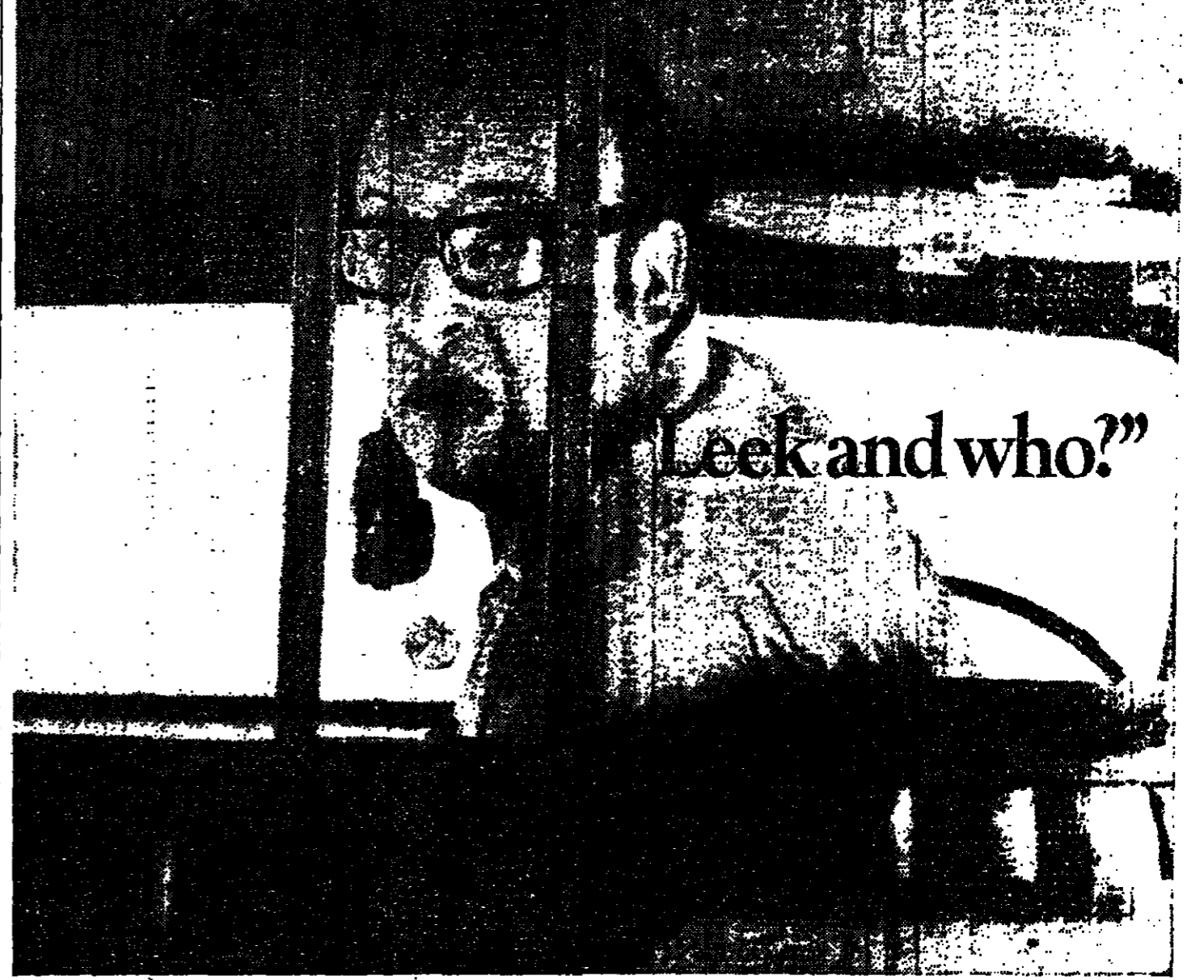
Before locating the wreck the divers at depths of about 85ft covered a "treasure" chart area of 10 square miles. They used a detecting device designed by Mr Anthony Lonsdale, a Banbury scientist, which can detect ferrous metal objects at depths of up to 100ft.

Whatever treasure lies in the wreck the divers face a long and difficult job.



### People could go to the South African National Trade Fair for the wrong reasons

South African industry is booming, flourishing, diversifying.  
So it isn't surprising that the South African National Trade Fair '72 in Johannesburg (May 15-20) will be the greatest and most varied display of South African manufactured goods ever. Come and look. Talk. Evaluate (investment opportunities galore). And while you're there, take a few days extra to visit a game reserve, or a mountain resort, or a long, lazy beach. Special all-inclusive air-tours built around the Trade Fair have been planned.  
For details, contact South African Airways, 251/9 Regent St., London W1R7AD (01-437 9621) or your nearest S.A.A. office.  
Also the South African Tourist Corporation, 13 Regent St., London SW1Y 4LR (01-839 7452)  
Issued by the Minister (Commercial) South African Embassy, Trafalgar Square, London, WC2N 6DP



# Leek and Westbourne, of course

Leek and Westbourne, tell him, are one of the biggest building societies in the country, taking very good care of money for more than a quarter million people. Welcomed no less than 25,000 new investors during the last six months.  
Leek and Westbourne, tell him, helped 13,300 families to buy their own homes last year: advanced £42½ million for that purpose.  
Leek and Westbourne, tell him, have assets of over £325,000,000, double the amount of six years ago.  
Leek and Westbourne, tell him, for a splendid rate of interest: with us paying the income-tax. Certainly every incentive to save and invest any amount from £1 to £10,000.  
Certainly, excellent withdrawal facilities: any day of the week, including Saturday morning.  
Leek and Westbourne, tell him, are really going places. But we're always pleased to hear from anyone who still does not know us. Either call at the local branch: the number's in the phone book, or write direct to our Chief Office.

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112 Branch Offices and over 300 Agents throughout the country

Table with 4 columns: Index, Change, High, Low. Values include 416.3, 79.56, 44.7, 79.34, 3.75, 5.77.

FINANCIAL TRUSTS

Table of financial trusts with columns for Stock, Price, and Change. Includes entries like Alliance Trst, Anglo-Continental, etc.

INVESTMENT TRUSTS

Table of investment trusts with columns for Stock, Price, and Change. Includes entries like Alliance Trst, Anglo-Continental, etc.

TEXTILES

Table of textile stocks with columns for Stock, Price, and Change. Includes entries like Allentextile, Anglo-Continental, etc.

MOTORS & AIRCRAFT

Table of motor and aircraft stocks with columns for Stock, Price, and Change. Includes entries like Armstrong Siddeley, Bristol Siddeley, etc.

PROPERTY

Table of property stocks with columns for Stock, Price, and Change. Includes entries like Alliance Trst, Anglo-Continental, etc.

RECENT ISSUES

Table of recent issues with columns for Name, Price, and Change. Includes entries like Alliance Trst, Anglo-Continental, etc.

TOBACCO

Table of tobacco stocks with columns for Stock, Price, and Change. Includes entries like Alliance Trst, Anglo-Continental, etc.

SHOES & LEATHERS

Table of shoes and leather stocks with columns for Stock, Price, and Change. Includes entries like Alliance Trst, Anglo-Continental, etc.

TV & CINEMAS

Table of TV and cinema stocks with columns for Stock, Price, and Change. Includes entries like Alliance Trst, Anglo-Continental, etc.

LONDON STOCK EXCHANGE

Account: Oct. 4-Oct. 15. Pay Day: Oct. 26. Bargains Marked: 12,804

Rises: 446. Falls: 415. Unchanged: 1,226. Dollar Premium: 208 p.c. (-1/2 p.c.)

Profit-taking in gilts easily absorbed: equity leaders drift

LACK of follow through after Wednesday's brighter performance on the good overseas trade figures and the West German discount rate cut brought easier conditions in most sections of London stock markets in the early hours yesterday.

While leading industrials remained dull throughout the rest of the session—the Financial Times index closed 5.4 down at 416.3—well-edged securities continued to show marked resilience to heavy profit-taking sales.

Table of British Funds with columns for Stock, Price, and Change. Includes entries like Anglo-Continental, Alliance Trst, etc.

Table of Corporation Stock with columns for Stock, Price, and Change. Includes entries like Anglo-Continental, Alliance Trst, etc.

Table of Dominion Stocks with columns for Stock, Price, and Change. Includes entries like Anglo-Continental, Alliance Trst, etc.

Table of Foreign Stocks with columns for Stock, Price, and Change. Includes entries like Anglo-Continental, Alliance Trst, etc.

Table of Dollar Stocks with columns for Stock, Price, and Change. Includes entries like Anglo-Continental, Alliance Trst, etc.

Table of Banks, Discount, & P with columns for Stock, Price, and Change. Includes entries like Anglo-Continental, Alliance Trst, etc.

Table of Food & Catering with columns for Stock, Price, and Change. Includes entries like Anglo-Continental, Alliance Trst, etc.

Table of Building & Roads with columns for Stock, Price, and Change. Includes entries like Anglo-Continental, Alliance Trst, etc.

Table of Shipping with columns for Stock, Price, and Change. Includes entries like Anglo-Continental, Alliance Trst, etc.

ELECTRICAL & RADIO

Table of electrical and radio stocks with columns for Stock, Price, and Change. Includes entries like Anglo-Continental, Alliance Trst, etc.

BREWERIES

Table of brewery stocks with columns for Stock, Price, and Change. Includes entries like Anglo-Continental, Alliance Trst, etc.

CHEMICALS & PLASTICS

Table of chemicals and plastics stocks with columns for Stock, Price, and Change. Includes entries like Anglo-Continental, Alliance Trst, etc.

DRAPERY & STORES

Table of drapery and stores stocks with columns for Stock, Price, and Change. Includes entries like Anglo-Continental, Alliance Trst, etc.

INDUSTRIALS

Table of industrial stocks with columns for Stock, Price, and Change. Includes entries like Anglo-Continental, Alliance Trst, etc.

INSURANCE

Table of insurance stocks with columns for Stock, Price, and Change. Includes entries like Anglo-Continental, Alliance Trst, etc.

OIL SHARES

Table of oil shares with columns for Stock, Price, and Change. Includes entries like Anglo-Continental, Alliance Trst, etc.

RECENT ISSUES

Table of recent issues with columns for Name, Price, and Change. Includes entries like Anglo-Continental, Alliance Trst, etc.

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Investment & Business

# INVESTMENT & BUSINESS

DAILY TELEGRAPH CITY OFFICE  
112 Queen Victoria Street, London EC4P 4BS Telephone 01-236 8925/9

City Editor **KENNETH FLEET**

## COMPANY HIGHLIGHTS

### Lowland sells million PD shares

REG Rowland is said to have sold a large slice of his stake in International Property Development in a deal which this week disclosed the sale of one million of his 2 million shares at 11p each to a group of three businessmen, ending their management control. The same time Mr Rowland is said to have given an option on the remaining 1.2 million PD shares in two years' time for 75p share. On the other hand, he would receive just over £400,000. One of the men involved in the transaction is West End property dealer Mr Trevor Donaldson. He confirmed last night that he was an interested party, but would not disclose his partners. It is understood that Mr Rowland is involved in "satellites" in the International Property Development. He has been a good market maker in the anticipation of new men joining. They closed yesterday at 10p.

### Record first-half at BHS

WITH a record first half-year dividend in Britain, BHS is rounding up its interim dividend from 2-7p to 2-8p. Sales in the 24 weeks to Sept 18 were 1.8 p.c. up on the same period, producing a 2-3 p.c. rise in pre-tax profits at £2,785,000 against £2,694,000. After tax, net profit 22-4 p.c. up at £1,977,000 compared with £1,879,000.

### Austin Reed interim up

MEN'S OUTFITTER Austin Reed Group had a splendid first half-year. A 27-8 p.c. increase in sales to £5-68 million produced a 30 p.c. jump in pre-tax profits from £588,640 to £588,807. Retail turnover climbed from £3,980,000 to £5,194,000, and the chairman says it is a sign of a similar rate of increase may be difficult, the outlook for the second half is still good. There is a rise in their interim dividend in Nov. 30 against last time's 2½ p.c.

### Alliance Property upturn

PROFITS of Alliance Property Holdings, the group's 7th re-levelling end of an £11 million bid from Cornwall Property, rose to £991,045 in the 12 months to March 31 from £547,100 in the previous year.

### Ozalid strides on

SENSITISED papermaker Ozalid continued to forge ahead in the six months to June 30 and shareholders collect a 1½ p.c. interim dividend. The company's turnover rose to £19-9 million, profits ahead climbed from £2,685,889 to £2,500,000. Export sales rose by £250,000 to £2-86 million.

### Gestetner profits jump

A LIFT of 0-5 p.c. in the interim dividend to 6 p.c. comes from Gestetner, the maker of stencil and offset duplicating machines. Along with a £585,000 increase in pre-tax profits at £4,279,000 for the six months to Oct 31 compared with £3,924,000 and £3,507,000 for 1970-71 year.

Floating currency rates have resulted in a net sum of £314,155 being charged against revenues and not included in profits. The dividend is payable on Dec 15. Increased sales and profits from the majority of subsidiaries have offset trading difficulties of some others in the group.

### Crouch successful

THE offer for sale by Hill Samuel of 1,850,000 Ordinary shares in Derek Crouch Contractors at 80p each was about 10 times over-subscribed. Applications were received for 18,412,800 shares. Public application for up to 2,000 shares get 20p each. Larger applications will be scaled down to about 8 p.c. of the number applied for. Allotment will be posted on Monday for dealings to start the next day.

### Metal Closures rise

RECORD profits of £1,243,000 for the half-year ended June were achieved by Metal Closures Group, against £1,068,000 for the same 1970 half and £2,247,965 for the year. The interim is raised for the second time running by half a point to 5½ p.c. pay Dec 8. Trading and profitability in the first half has continued at the high level established in the latter part of 1970, and this trend is expected to continue in the second half of 1971.

### Ladbroke shares split

SURPRISE feature of the 1970-71 results of bookmaker Ladbroke is the board's proposal to split the shares from 25p to 10p based on Feb. 1. Raising of the year's dividend from the equivalent of 21½ p.c. to 40 p.c. with a 30 p.c. final dividend has been forecast, as also was the sharp rise in profits. From a turnover 25 p.c. higher at a reduced 58p share price, before tax soared from £1,102,000 to £2,508,000.

### Minster capital schemes

TWO SUBSIDIARIES of Minster Assets are to double their share capital. Minster Insurance is raising its capital to £24 million by the issue of two million £1 shares for cash at par to its immediate parent, Robt. Bradford Holdings. Minster Insurance is offering £1 million to its shareholders by the issue of 500,000 new Ordinary £1 shares for cash at par to Minster Insurance.

### Westward's 95p hope

SHAREHOLDERS in Joseph Westward, the Millwall heavy engineering company, which has been steadily liquidating its assets, could get 95p a share in distributions, chairman Mr M. F. Palmer says in a circular accompanying a proposal to appoint a liquidator. Preference shareholders will be repaid in full and a substantial distribution made on Ordinary holders before the end of the year.

**F.T.-ACTUARIES INDICES**  
Industrial Group 172-20 (-0-24)  
500 ..... 186-21 (-0-61)  
All-Share ..... 183-59 (-0-61)

## Engineers may seek limited liability status

By JOHN PETTY

BRITISH consulting engineers, currently involved in overseas work worth £2,000 million, are to consider whether to allow limited liability companies to be formed instead of confining the profession to partnerships. Firms have been preferred so far by the Association of Consulting Engineers in a staunch effort to maintain the world-renowned integrity of its members. But some of the larger firms feel that the partnership system now puts them at a disadvantage when competing with some of their American rivals in Britain. Limited liability companies can be set up for purely overseas work. It is mainly the big firms which feel a need for similar arrangements in Britain.

We feel the partnership structure is not suitable for larger consulting engineers," said Mr Harold Scrutton, senior partner of Rendell, Palmer and Tritton at the opening of the firm's new offices in Southampton. "I feel company structure is indicated if we are to meet international competition, though there would have to be stiff safeguards for integrity, which is our best selling point." His firm is carrying out work in many parts of the world. It is also in work such as the Seaforth dock extension in Liverpool, the Bristol docks plan, a scheme for a new airport and docks at Foulness, and the River Thames barrier at Woolwich.

## Japan v. Europe trade war feared by CBI

By ROLAND GRIBBEN

CONCERN ABOUT the threat of a trade war in Europe as Japanese goods were switched from the protectionist American market was voiced yesterday by Mr Campbell Adamson, Director-General of the Confederation of British Industry. Speaking at Nottingham, he warned that unless trade developed in an orderly fashion "then the same fear of the Japanese, that we have seen build up in the United States, will begin to grow in Europe."

His comments were made against the background of a top-level meeting in Brussels on Oct. 26 when European and Japanese industrialists will discuss trading relationships between the two blocs. The difficulties created by the American measures gives added importance to the talks, and European businessmen are expected to express their own anxieties about the trade effects of a "Japanese invasion" at a time when their own economies are suffering.

## Steel demand shows no sign of picking up

STEEL output remains depressed and there is no sign yet of the Government's reflationary measures causing any major improvement in demand, the industry states today. Production in the first nine months of the year was down by 10-3 p.c. compared with the corresponding period of last year. It now looks as though total output will be less than 25 million tons this year. The last statistical year covered a 53-week period and output reached 27-88 million tons. This was equal to 27-3 million tons on a 52-week basis. "The decline in production affects all products in varying degrees," says a joint statement by the British Iron and Steel Federation and the British Independent Steel Producers' Association. "Consumers and merchants are still reckoned to be running down their stocks and present forecasts suggest it will be some time before the Government's July measures are reflected in a major improvement in demand for steel."

## More executives join dole queue

DEMAND for executives in Britain has continued to plummet, with the index in the third quarter only 46 compared with 100 for the last quarter of 1970. P.A. Management Consultants, who produce a quarterly report, show that the rest of Europe has been almost as badly hit. The third quarter is often relatively quiet on the jobs front, but this time United Kingdom demand fell 54 p.c. since the second quarter. P.A. is at a loss to explain the widespread downturn. Germany and France have both fared far better than Britain, but even there the index is down to 65 and 72. Only Belgium is worse with a fall of 58 p.c. to 42. The survey only covers jobs paid over £5,000 a year and is mainly derived from job advertisements. In Britain the company monitors The Daily Telegraph and the Sunday Times. Hardest hit has been the technical and professional sector,



Mr Campbell Adamson, Director General of the CBI—opposed to retaliatory measures against the American import surcharge.

## Montague brings Pork Farms to the market

By PETER WELHAM

JUDGING by the success of last year's Scot Meat, now issue the latest offering from the Samuel Montague stable will attract a lot of interest. At the end of the month Samuel Montague plans to offer for sale 1,050,000 shares of Pork Farms, at a price tag of around £5-5 million on the Nottingham-based pork pie, sausage and meat products company. Pork Farm's profits have grown rapidly in recent years. In 1968 the group earned £30,000 pre-tax. The following year it bought out one of its largest rivals, F. W. Farworth, then earning £28,000 pre-tax. Since then organic growth has seen pre-tax profits rise from £55,000 in 1967 to £270,000 in the year to Feb. 26. Interim profits for the six months to Aug. 30 were £195,000 against £132,000 on sales up from £2-3 million to £2-7 million. The shares are being offered to the public at a forecast of sales of £5-5 million and annual profits in excess of £375,000, suggesting net earnings of around 8p per share.

Assuming the shares are offered for sale on a prospective multiple of around 15 (and a dividend yield of 4-5 p.c.) the issue will raise £1-25 million (before expenses), all of which will be ploughed back into the company to finance a programme of expansion by acquisition. Issued share capital is three million shares. Of these one million are Deferred shares which will not rank for dividends before 1977 or when earnings per share double—whichever is the sooner. All the unallotted and Deferred shares are held by the three Samworth brothers, who will retain control of the company. Given that the issue will be pitched on attractive terms the offer could get a good send-off. Brokers are Laurence, Frost.

## Offer for sale by Martin Ford

SOME 3,700,000 shares in Martin Ford are being offered for sale at 55p each through Singer and Friedlander. Lists will open and close next Thursday. The company operates 31 retail shops, mainly in London and the Home Counties and retails under its own label a wide range of women's outerwear and accessories. All shops are within 85 miles of a central warehouse. Leases of two new shops have recently been acquired, in which trading is scheduled to start in west London. The directors intend actively to seek additional outlets within the existing area, while also considering expansion into other areas. Profits before tax for the current year ending Nov. 30 are expected to be not less than £25,000. On an indicated annual dividend rate of 5 p.c. the dividend yield would be 4-54 p.c. The dividend would be covered 1-47 times and the price/earnings ratio would be 14-85. After the offer the directors and which families will own approximately 84 p.c. of the issued share capital.

## Spillers and French in £70m bread merger

By MICHAEL BECKET

BY MERGING its baking interests with the Co-operative Wholesale Society and J. Lyons Spillers moves up to a strong Number Three position in the Bread World, behind Rank Hovis MacDougall and Associated British Foods. Lyons and CWS came together only at the beginning of this year to form J. W. French (Milling and Baking Holdings), and now that company is being merged with Spillers' subsidiary United Bakersies to form Spillers French Holdings. Spillers will get 75-1 p.c. and French 24-9 p.c. of the equity. It is estimated that the new concern will have about 20 p.c. of the market share for bread, compared with some 25 p.c. for Rank and 24 p.c. for AB Foods, and so the company does not expect a reference to the Monopolies Commission.

The move is the latest in a prolonged but not too successful effort by the bakers to make a reasonable profit out of bread. Mr W. M. Vernon, the chairman of Spillers, has said the company is making a wholly inadequate return on its investment in bread.



LAND AND FARMING: In the second article of his series "Farming in Five Counties" Lawrence Gould discusses a farm in Northumberland and shows how it may be affected by Britain's entry into the Common Market. This is the first of five case studies.

GLIDING: Albert Morgan has discovered the pleasures and cost of spreading one's wings in this exhilarating sport.

CROSSWORD: Another opportunity to win £5 in Free Financial Crossword correctly. ALSO articles on personal tax, insurance and savings, and the Mercury Column.

# Barclays shatters the bank cartel

BY THE CITY EDITOR

BARCLAYS BANK'S timing in reducing its base rate by ½ p.c. to 4½ p.c. could not have been better. With all eyes on the Bank of England and the mirage of a change in Bank Rate, Barclays clothes us from behind with an historic unilateral declaration of independence. No better illustration of the changing status of Bank Rate nor of the banks could have been offered.

With base rate go Barclays' lending and deposit rates. From today money on deposit with Barclays will earn ½ p.c. less than with other clearing banks at 2½ p.c., while "Blue Chip" borrowers can expect to pay only 5½ p.c. instead of 6 p.c.

Rates for personal loans and Barclaycard accounts remain unchanged. "Business is coming in very well at the present moment," said a Barclay man, "and we feel this is a right rate of interest now."

Almost as important as Barclays' initiative was the reaction of the other banks. At least one clearly admitted that the breakthrough came as "something of a shock" so soon after the new regime of competition and credit controls became a reality. But any reflex impulse to keep the old cartel effectively in being was rejected in other bank boardrooms.

"We don't feel that Barclays' action calls for any precipitate response and we shall continue to watch closely the competitive market factors," said National Westminster. "We don't readily see the advantages of ½ p.c. cut on both sides of the equation."

## 'Trying to steal the limelight'

More bluntly another banker was heard to comment: "I think they are just trying to steal the limelight." So they are. And consolidating Barclays' position as the market leader.

But the move is also an intelligent attempt to help break the present reflationary deadlock. Barclays' aim is not so much to take business from competitors as to encourage its own customers to borrow more. In effect it is trying to add an additional stimulus to the already large reflationary injection made by the Government in the hope of getting investment moving.

Whether it will succeed is arguable. At 5 p.c. Bank Rate is already lower than for some years, and money under the new system of credit control is easily available. In these circumstances a further cut in interest rates of ½ p.c. may not speed the return of confidence.

Nonetheless it makes sense for Barclays to try to move out a higher proportion of its available funds. Deposits have continued to grow at "a staggering rate," the bank admits, since the September figures

showed a continuing high level of unlent deposits.

The other banks will be carefully "watching the situation" and each other even more closely than before. There is little expectation that depositors will leave Barclays in droves and borrowers rush in the other door on what, after all, is likely to be only a temporary differential. "I don't think people will rush round for ½ p.c.," said one banker. But if there is any sign that Barclays is substantially reducing its unlent funds, then, 5 p.c. will seem to its competitors too base a rate to endure.

## Lonrho acts to clear the air

LONRHO DIRECTORS unanimously decided at a boardroom meeting yesterday "that in view of the recent adverse publicity concerning the Lonrho group of companies, an independent firm of accountants should be invited to report on the group's current financial position and future prospects."

Peat Marwick Mitchell will conduct the investigation. Sir Ronald Leach, Peat Marwick's senior partner, will personally head the investigating team, which began work yesterday.

The Hon. Angus Ogilvy, one of Lonrho's executive directors and husband of Princess Alexandra, said that while the board had undertaken not to comment he personally thought an independent examination "an excellent move." He is "confident of the outcome of the inquiry" and is remaining on the board. Lonrho shares rose 1p to 60p on the news.

I assume from the statement that Peat Marwick has been given *carte blanche* to examine not only Lonrho's consolidated accounts but also those of its overseas subsidiaries. Lonrho has over 400 companies operating in over 26 countries. It is impossible to tell from Lonrho's accounts how profits arise—nor do they provide a geographical and product analysis or breakdown of profit.

If Lonrho really wishes to restore its battered investment image and come to be regarded as a proper mining house it must present accounts which are as detailed, clear and meaningful as those produced by Rio-Tinto Zinc, Charter Consolidated, Consolidated Gold Fields, and Selection Trust.

It should also adopt the practice of ensuring that shareholders and the public generally have a much quicker and better flow of unambiguous and detailed information about group developments. The confusion over Wankel is a case in point.

I hope that Peat Marwick's report and recommendations will be made available to shareholders as well as to the Lonrho board. Complete frankness is essential.

# Would you like a share in the growing wealth of Europe?

Merchant bankers Schroder Wagg now offer you the chance to share in Europe's economic growth.

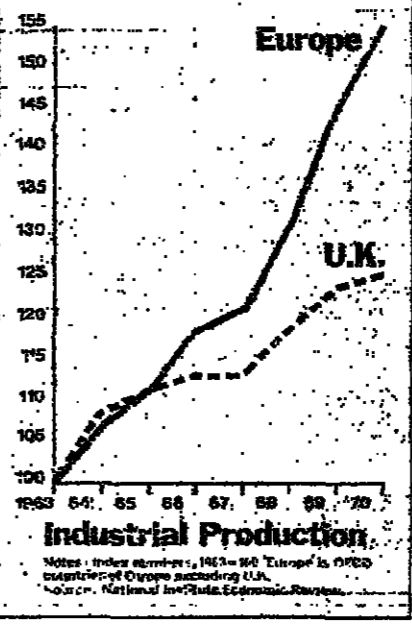
Schroder Europe Fund is an authorised unit trust designed to enable United Kingdom investors to participate in a balanced portfolio of European stocks.

Three big advantages. Europe, with its wide spread of economies, offers you:  
1. a high level of economic growth overall. In the Common Market countries, for example, industrial production rose by 6% per annum between 1963 and 1970. Market levels have not always followed this pattern, but such a steady rise in the level of industrial production must in the long-term be a strong argument in favour of investment in the economy of the area;

2. the scope to switch from country to country as fresh opportunities arise. This is obviously important since the investment attraction of different countries varies from time to time;

3. the opportunity to spread your investment over a wide area. Currently Schroder Europe Fund has investments in nine different countries.

Of course, results cannot be guaranteed and unit prices can fall as well as rise. With their wide international experience, however, Schroders are well placed to turn



substantial international and continental connections essential for managing a European portfolio. In addition, Schroder Europe Fund has an investment committee including representatives from leading European investment institutions.

How to apply. To apply for units, simply fill in the coupon below. The minimum initial subscription is £250. The initial charge of 2½% is included in the price of units. If you buy units worth £1000 or more this is reduced to 1%, and for subscriptions of £20,000 and upwards it is waived altogether. The annual charge, to cover running costs, is 1% of the average value of the Fund.

When you have filled in the form below, units will be bought for you on the next Subscription Day at the price ruling on that day. The next monthly subscription day will be Tuesday 26th October. On 28th September, the offer price of each unit was 31-1p with an estimated gross yield of 1-37%. There are two kinds of unit in the Fund—Income Units which have their income distributed half yearly; and Accumulation Units where the income is reinvested.

You can also invest in a Schroder Equity Bond, a single premium policy linked to this Fund.

every opportunity to the unit-holder's advantage. Schroder's management skill. Schroder Wagg, who manage the investments, are one of Britain's biggest and longest-established merchant banks. They currently handle hundreds of millions of pounds of investments. Moreover, they have the

Application for Schroder Europe Fund units or for further information. TO J. HENRY SCHRODER WAGG & CO. LIMITED, UNIT TRUST DEPARTMENT, 130 CHEAPSIDE, LONDON EC2N 8JH

### Schroder Europe Fund

Managed by J. Henry Schroder Wagg & Co. Limited, merchant bankers. Trustee: Lloyds Bank Limited.

I/We declare that I am/We are 18 years of age or over and that I am/We are not resident outside the Scheduled Territories and that I am/We are not acquiring these units as the nominee of any person(s) outside these territories.

I/We wish to purchase units to the value shown here (minimum investment £250).

INCOME ACCUMULATION

SIGNATURE: \_\_\_\_\_ DATE: \_\_\_\_\_

DO NOT SEND ANY MONEY UNTIL YOU RECEIVE A CONTRACT NOTE

FORENAME(S): \_\_\_\_\_

SURNAME (Mr, Mrs, Miss): \_\_\_\_\_ (BLOCK CAPITALS)

ADDRESS: \_\_\_\_\_

FOR FULL DETAILS about Schroder Europe Fund and Schroder Equity Bond, send 10p to Mr. P. Marlowe at 01-588 4000 or enter name and address only on this coupon and tick the relevant boxes below.

Please send me the brochure about Schroder Europe Fund.

Please send me the brochure about Schroder Equity Bond.



# STERLING AND EXCHANGES

## sterling ends the day higher

Run-down bank balances and the Treasury bill take-up also contributed to the shortage. A large proportion of privilege money was used.

from both the banks and the houses. Rates seldom dropped below 4 1/2 p.c. and houses were still paying up to 5 p.c. at the close after exceptionally large help from the Bank of England—which purchased Treasury bills

the Continent the mark closed weaker at the dollar after a most of the day in the 3.320-3.33. The Swiss was also lower at 3.8820 an opening of 3.9722; and the franc closed at after 46.80-46.85 in the morning being gold cents lower at 42.54 but in the afternoon reduced the loss to 7 1/2 at 42.62. Silver rose 5 1/2p an ounce for spot after three months for a huge gilt-edged settlement following the exhaustion of the West End for very tight conditions.

## eneze goes for toys

VEZE Holdings, the £4 direct selling public in the home care field, after the toy market with a range of toys designed made at the company's headquarters. The range of toys produced for Christmas is to be marketed in the 6,000 Kleezeze move is a further step of growth and diversification of the company, says Mr. Veze. During the past year the company has been successful in breaking into the prevention market with a range of domestic extension, and has added 15 new toys to its range of 200 care items.

company's current range activities, under a sales devised in 1970, have increased the sales force by over 3,000 women have up full or part-time agencies. Kleezeze aims to consider increase this growth rate to end of 1972.

## Iron Petroleum

IRON Petroleum Mij, Netherlands, has completed the 30-nugget construction of a refinery with a capacity of 80,000 cubic feet, with allied facilities at a site in the Botlek area, Rotterdam. The refinery is connected with the existing pipe between the Europort area and Chevron's refinery at Pernis. It is expected to come into operation about two weeks.

## WESTERN DOORS EA HOLDINGS ENCOURAGING TURN ROUND

The following are extracts from the circulated statement by H. DAVIES, the Chairman. EA 1970 has produced a profit of £142,947 compared with losses sustained for two previous years amounting to £57,578 in 1969 and £120 in 1968 and this turn-around, brought about by an absence of serious labour trouble, improved market conditions, some grounds for engagement. On the other hand, the depletion of financial resources caused by the two lean seasons has made it difficult to adhere to a conservative distribution policy and board therefore feels justified in recommending that the dividend be confined to 4%.

ages Spiral: There is an aspect of events in the past which makes it essential to exercise caution in recommending that the dividend be confined to 4%.

the Board, however, does expect trading results to exceed those of 1970.

Included in these figures is an insignificant contribution from fluor spar sales which, at first sight, might appear to be disappointing. However, it would seem likely that the Group owns substantial fluor spar deposits, but the Board has not considered it wise to rush into any permanent arrangement for the exploitation of this mineral and is considering carefully the kind of development which will be in the long term interest of the shareholders. Negotiations are at the moment in progress with a large international mining corporation and an announcement regarding the future will be made as soon as possible. At this stage, in the light of information available, the Board can say, with some degree of confidence, that fluor spar will contribute to profits of the Group in the future.

## F.P.A. CONSTRUCTION GROUP LIMITED

### Interim Report

The Board announce that the results for the half year ended 30th June, 1971, and based on unaudited figures prepared for management purposes are:

	Half Year ended 30th June 1971	Year to 31st Dec. 1970
Turnover	4,432,911	4,500,954
Group Profit before Taxation	129,746	100,029
Deduct: Corporation Tax	51,900	45,013
Group Profit after Taxation	77,846	55,016

STATEMENT BY THE CHAIRMAN, MR. R. A. PALFREYMAN

The Board announce a trading profit of £129,746 for the half year ended 30th June, 1971, and propose the payment of an interim dividend of 3%. Whilst trading during this period has remained difficult, there are encouraging signs that conditions in the industry generally are improving and the current order book is much healthier.

Owing to the nature of the business, it is not anticipated that this interim will contribute to the profits for this year. The Board, however, does expect trading results to exceed those of 1970.

Included in these figures is an insignificant contribution from fluor spar sales which, at first sight, might appear to be disappointing. However, it would seem likely that the Group owns substantial fluor spar deposits, but the Board has not considered it wise to rush into any permanent arrangement for the exploitation of this mineral and is considering carefully the kind of development which will be in the long term interest of the shareholders. Negotiations are at the moment in progress with a large international mining corporation and an announcement regarding the future will be made as soon as possible. At this stage, in the light of information available, the Board can say, with some degree of confidence, that fluor spar will contribute to profits of the Group in the future.

## E. FOGARTY & CO. LTD.

At a Board Meeting held today, Thursday the Fourteenth day of October 1971, the unaudited accounts of the Company for the six months ended 30th June 1971 were considered.

	6 months ended 30 June 1971	30 June 1970
Profit earned after all charges but before taxation	£ 221,327	£ 126,018
Estimated taxation	88,531	56,708
Profit earned after taxation	132,796	69,310

Amount absorbed by interim dividend of 5% authorised at this meeting to be paid to shareholders on the register at the close of business on 1st November 1971 payable 9th November 1971

	£	£
1971	24,977	20,000

In recent interim and final statements references have been made to the expansion programme which has been carried out over the past few years and which has enabled the Company to increase the volume of its business. The higher profit for the six months to 30th June 1971 reflects the benefit of the increased volume. There is no reason to expect that the improvement will not be maintained and the total profit for the current year is likely to exceed the record profit achieved in 1968.

## UNIT TRUST PRICES

Unit Name	Price	Unit Name	Price
ARACUS UNIT MANAGEMENT	100.00	M. & G. GROUP	100.00
ABBEY LIFE ASSURANCE CO.	100.00	ABBEY LIFE ASSURANCE CO.	100.00
ALLIED INVESTORS TRUST	100.00	ALLIED INVESTORS TRUST	100.00
ANSBACHER UNIT MANS.	100.00	ANSBACHER UNIT MANS.	100.00
ATLANTIC ASS'CE	100.00	ATLANTIC ASS'CE	100.00
BARCLAYS UNICORN	100.00	BARCLAYS UNICORN	100.00
BARRING BROKS.	100.00	BARRING BROKS.	100.00
BRANDTS SONS & CO.	100.00	BRANDTS SONS & CO.	100.00
BRIDGE TRUST MANAGEMENT	100.00	BRIDGE TRUST MANAGEMENT	100.00
BRITISH LIFE OFFICE	100.00	BRITISH LIFE OFFICE	100.00
BROWN SHIPLEY & CO.	100.00	BROWN SHIPLEY & CO.	100.00
CARLISLE UNIT FUND MGRS.	100.00	CARLISLE UNIT FUND MGRS.	100.00
CHARTERHOUSE JAMPET	100.00	CHARTERHOUSE JAMPET	100.00
CITY OF WESTMINSTER ASS'CE	100.00	CITY OF WESTMINSTER ASS'CE	100.00
CONFEDERATION LIFE INS. CO.	100.00	CONFEDERATION LIFE INS. CO.	100.00
CORNWALL INSURANCE CO.	100.00	CORNWALL INSURANCE CO.	100.00
CRUICKSHANK LIFE ASSURANCE CO.	100.00	CRUICKSHANK LIFE ASSURANCE CO.	100.00
DISCRETIONARY UNIT FUND	100.00	DISCRETIONARY UNIT FUND	100.00
DONNINGTON EQUITY ASS.	100.00	DONNINGTON EQUITY ASS.	100.00
EDINBURGH SECURITIES	100.00	EDINBURGH SECURITIES	100.00
E.P. FUND MANAGERS	100.00	E.P. FUND MANAGERS	100.00
EQUITY AND LAW UNIT TRUST	100.00	EQUITY AND LAW UNIT TRUST	100.00
FAMILY FUND MANAGERS	100.00	FAMILY FUND MANAGERS	100.00
FIRST NATIONAL EQUITIES LTD.	100.00	FIRST NATIONAL EQUITIES LTD.	100.00
FIRST PROVINCIAL	100.00	FIRST PROVINCIAL	100.00
FRAMINGTON UNIT TRUST	100.00	FRAMINGTON UNIT TRUST	100.00
FRIENDS PROVIDENT MANS.	100.00	FRIENDS PROVIDENT MANS.	100.00
G. & A. UNIT TRUST	100.00	G. & A. UNIT TRUST	100.00
G.T. UNIT MANAGERS	100.00	G.T. UNIT MANAGERS	100.00
GUARDIAN UNIT TRUST	100.00	GUARDIAN UNIT TRUST	100.00
HAMBRO LIFE ASSURANCE	100.00	HAMBRO LIFE ASSURANCE	100.00
HAMBRO UNIT TRUST MGRS.	100.00	HAMBRO UNIT TRUST MGRS.	100.00
HEARTS OF OAK BENEFIT SOC.	100.00	HEARTS OF OAK BENEFIT SOC.	100.00
HILL SAMUEL UNIT TRUST MGRS.	100.00	HILL SAMUEL UNIT TRUST MGRS.	100.00
INTELFUNDS	100.00	INTELFUNDS	100.00
INVESTMENT ANNUITY LIFE	100.00	INVESTMENT ANNUITY LIFE	100.00
IRISH LIFE ASSURANCE	100.00	IRISH LIFE ASSURANCE	100.00
JANUS SECURITIES	100.00	JANUS SECURITIES	100.00
JARVIS SECURITIES LTD.	100.00	JARVIS SECURITIES LTD.	100.00
JESSOP GROUP	100.00	JESSOP GROUP	100.00
KEY FUND MANAGERS	100.00	KEY FUND MANAGERS	100.00
LEGAL & GENERAL TRUSTEES	100.00	LEGAL & GENERAL TRUSTEES	100.00
LIBERTY LIFE ASSURANCE	100.00	LIBERTY LIFE ASSURANCE	100.00
LLOYDS BANK UNIT TRUSTS	100.00	LLOYDS BANK UNIT TRUSTS	100.00
MANX INTERNATIONAL	100.00	MANX INTERNATIONAL	100.00
MANCHESTER TRUSTEES	100.00	MANCHESTER TRUSTEES	100.00
MANX INTERNATIONAL	100.00	MANX INTERNATIONAL	100.00
MARINE & GENERAL TRUSTEES	100.00	MARINE & GENERAL TRUSTEES	100.00
MINSTER FUND MANAGERS	100.00	MINSTER FUND MANAGERS	100.00
MORGAN GREENFELD FDS.	100.00	MORGAN GREENFELD FDS.	100.00

# M&G GUARANTEED GROWTH BONDS

## 7 1/2% NET

# 2.25% GROSS

to a standard-rate taxpayer

The M & G Group, founders of Britain's unit trusts, who look after £270 million for over 200,000 investors, now offer a scheme guaranteeing to double your money in ten years and treble it in fifteen. In a period of falling interest rates you should not miss this outstanding opportunity to make certain of a high growth rate on your capital.

**HOW THE SCHEME WORKS**

You decide how long you want your investment to run. The term must be not less than five nor more than fifteen years and you must be aged not less than 45 and not more than 80 at the end of it. You can then cash in and receive either a lump sum

ten years and treble it in fifteen. In a period of falling interest rates you should not miss this outstanding opportunity to make certain of a high growth rate on your capital.

or a pension for life, whichever you wish. The lump sum proceeds are given in the table below. The amount of the pension would depend upon your age, and quotations will be given on request.

### Guaranteed Cash Proceeds per £1,000 invested.

Years	Guaranteed Proceeds
5	£1,435
6	£1,545
7	£1,660
8	£1,785
9	£1,920
10	£2,060
11	£2,215
12	£2,380
13	£2,560
14	£2,750
15	£3,000

### LIMITED OFFER

This offer is limited to £4 million. It will close on November 5th or earlier if fully subscribed. The minimum subscription is £1,000 and the maximum £20,000, and all applications will be dealt with strictly in order of receipt. If you want to apply, therefore, you should do so without delay - by sending us the proposal form below together with your cheque.

#### PROPOSAL FOR AN M & G GUARANTEED GROWTH BOND

For office use

1	Mr./Mrs./Miss
2	Address
3	Date of Birth
4	Single Premium £
5	Term of Policy (Year)

I enclose my cheque - payable to M & G Trust (Assurance) Limited. I declare the answers given above are true and I request you to issue an M & G Guaranteed Growth Bond. I declare that I am a resident of the U.K.

Date: GG 390011 Signature: Please send me your full descriptive leaflet.

# Legal & General

## INTERIM STATEMENT

First half of year 1971

- The substantial increase in new premiums for ordinary life business has continued.
- Premium income for pensions business has been maintained in spite of uncertain conditions.
- The key feature of general business has been the achievement of planned expansion both at home and overseas - premium income in the UK is nearly 30% higher than for the same period last year.
- At home, there has been considerable growth in the volume of private car insurance business.
- An interim dividend of 3.85p (1970-3.75p) per 5p share made up of an interim ordinary dividend of 3.1p (2.917p) and an interim special dividend of 0.75p (0.833p) will be paid on 1 December 1971.

Copies of the full Interim Statement may be obtained from the Secretary, Legal and General Assurance Society Limited, Temple Court, 11 Queen Victoria Street, London, EC4N 4TP.

OFFICIAL APPOINTMENTS

SITUATIONS VACANT

Continued from Page 11

County Borough of TEESIDE
ESTABLISHMENT DEPARTMENT
Organisation & Methods
Officer £1,653-£2,457
Applications are invited by a large multi-purpose authority...

GRADUATE ASSISTANT ENGINEER
£1,758-£2,037 (AP.3)
Applications are invited from newly graduated degree students to take up a two-year agreement under the Scheme for Training of Municipal Engineers...

Thames Polytechnic
DIVISION OF MATERIALS SCIENCE
SENIOR LECTURER/LECTURER II
Applications are invited from well qualified materials scientists for an appointment in the Division of Materials Science...

SOS COUNTY BOROUGH OF SOUTHEND-ON-SEA
ASSISTANT BOROUGH PLANNING OFFICER
P.O. Range 2 £3,957-£4,413
CHIEF PLANNING ASSISTANT
P.O. Range 1 £3,282-£3,732

MANAGEMENT AND EXECUTIVE
OFFICE MANAGER
A MANAGER OF (retirement)
ADVANCED job finding methods
AGRICULTURAL CENTRAL

ESSEX COUNTY COUNCIL
Assistant County Planner
(Development Control)
£4,527-£4,983
Further particulars and form of application (returnable by 5 November, 1971) from the County Planner, County Hall, Chelmsford.

SOS COUNTY BOROUGH OF SOUTHEND-ON-SEA
CHIEF ASSISTANT ENGINEER
P.O. Range 1 £3,282-£3,732
Promotion leaves this vacancy to lead a busy Engineering section in a progressive town which is going to go even faster when the Foulness project gets under way...

International Missionary Training Hospital
CATERING SUPERINTENDENT
(Male or Female)
Required at this hospital. Previous experience essential. Salary Scale: £1,110 - £1,510 n.u.m. Superannuation Scheme available.

LANCASHIRE EDUCATION COMMITTEE
PADGATE COLLEGE OF EDUCATION, Farnhead, Warrington
Appointment of Principal
Re-advertisement
Applications are invited from men and women for this important post at Padgate College which has 1,000 men and women students...

PAINTING SURVEYOR
Purchasing Department
DURHAM GROUP LTD.
with a view to appointing a new manager to a similar position in the Durham Group...

CITY OF BIRMINGHAM
Housing Department
SECTION OFFICER
TRANSFERS AND EXCHANGES
Salary: £2,283-£2,766 per annum (S.O. Grade 1)
The Section Officer leads a team of 19 and is responsible for making the best use of all the available accommodation by arranging transfers of tenants...

THE UNIVERSITY OF LANCASTER
LECTURERS IN ENGINEERING
Several Lecturers are to be appointed to help in building up the Department of Engineering which began teaching in 1969. The Department is now a large and active one...

PORTSMOUTH POLYTECHNIC
SCHOOL OF PHARMACY
LECTURER GRADE II IN BIOCHEMISTRY
Applications are invited from suitably qualified candidates to teach Biochemistry in the School of Pharmacy...

LONDON BOROUGH OF REDBRIDGE
O. & M. OFFICER
£2,766-£3,180
Chief Administrative Assistant
Applications are invited for this post from persons with good experience in the management of a large office...

PROBATE
REDDUNDANT EXECUTIVES
THE SENIOR EXECUTIVE ASSOCIATION
Phone: 01-581 5715

THE WHITGIFT FOUNDATION
CROYDON
HEADMASTER
of Trinity School Croydon, an Independent Public Day School, will become vacant on 1st September, 1972. Salary in the range of £4,800-£5,400 (being interim payment of £5,000 subject to final settlement) plus expense allowance and accommodation. Candidates for the appointment are invited to obtain full details and application forms from the undersigned...

THE UNIVERSITY OF LANCASTER
LECTURERS IN ENGINEERING
Several Lecturers are to be appointed to help in building up the Department of Engineering which began teaching in 1969. The Department is now a large and active one...

UNIVERSITIES, COLLEGES, ETC.
SURREY EDUCATION COMMITTEE
SCHOOL OF PHARMACY
LECTURER GRADE II IN BIOCHEMISTRY
Applications are invited from suitably qualified candidates to teach Biochemistry in the School of Pharmacy...

LANCASHIRE COUNTY COUNCIL
COUNTY ARCHITECT'S DEPARTMENT
MAINTENANCE DIVISION
Applications are invited for the post of County Architect's Assistant in the Maintenance Division...

SALES MANAGER
CARRERAS
SALES LEDGER MANAGER
He will be directly responsible for the organization and management of a department of 35 Sales Ledger Clerks...

LANCASHIRE COUNTY COUNCIL
COUNTY ARCHITECT'S DEPARTMENT
APPOINTMENT OF HEATING AND VENTILATION ENGINEER
Within the Trade Tech. 4-7
Applications are invited for the post of Heating and Ventilation Engineer in the County Architect's Department...

THE UNIVERSITY OF LANCASTER
LECTURERS IN ENGINEERING
Several Lecturers are to be appointed to help in building up the Department of Engineering which began teaching in 1969. The Department is now a large and active one...

LANCASHIRE COUNTY COUNCIL
COUNTY ARCHITECT'S DEPARTMENT
MAINTENANCE DIVISION
Applications are invited for the post of County Architect's Assistant in the Maintenance Division...

LANCASHIRE COUNTY COUNCIL
COUNTY ARCHITECT'S DEPARTMENT
MAINTENANCE DIVISION
Applications are invited for the post of County Architect's Assistant in the Maintenance Division...

INTERNATIONAL FINANCE
Important London-based firm with overseas subsidiaries seeks experienced and energetic person to act as International Finance Officer...

ROYAL SURREY COUNTY HOSPITAL
ASSISTANT SUPERINTENDENT PHYSIOTHERAPIST
Required in January, 1972. Applications are invited from suitably qualified candidates to take up the post of Assistant Superintendent Physiotherapist...

THE UNIVERSITY OF LANCASTER
LECTURERS IN ENGINEERING
Several Lecturers are to be appointed to help in building up the Department of Engineering which began teaching in 1969. The Department is now a large and active one...

LANCASHIRE COUNTY COUNCIL
COUNTY ARCHITECT'S DEPARTMENT
MAINTENANCE DIVISION
Applications are invited for the post of County Architect's Assistant in the Maintenance Division...

ASSISTANT TRADE WINSPECTOR
Salary: £1,937-£2,380 per annum
Applications are invited for the post of Assistant Trade Winespector in the County Council's Wine and Spirits Section...

SALES MANAGER
FOR NAMPSTEAD CO. with 250 employees in South of England. 250 employees. Sales include non-ferrous metal products, etc. Sales include non-ferrous metal products, etc. Sales include non-ferrous metal products, etc.

THE LONDON HOSPITAL
SUPERINTENDENT RADIOGRAPHER I
Salary: £1,837-£2,150 per annum
Applications are invited for the post of Superintendent Radiographer I in the Department of Radiology...

THE UNIVERSITY OF LANCASTER
LECTURERS IN ENGINEERING
Several Lecturers are to be appointed to help in building up the Department of Engineering which began teaching in 1969. The Department is now a large and active one...

LANCASHIRE COUNTY COUNCIL
COUNTY ARCHITECT'S DEPARTMENT
MAINTENANCE DIVISION
Applications are invited for the post of County Architect's Assistant in the Maintenance Division...

ASSISTANT TRADE WINSPECTOR
Salary: £1,937-£2,380 per annum
Applications are invited for the post of Assistant Trade Winespector in the County Council's Wine and Spirits Section...

SALES MANAGER
FOR NAMPSTEAD CO. with 250 employees in South of England. 250 employees. Sales include non-ferrous metal products, etc. Sales include non-ferrous metal products, etc. Sales include non-ferrous metal products, etc.



SITUATIONS VACANT

Continued from Preceding Page

REPRESENTATIVES

SALES ENGINEER. Lullington, Northampton. An experienced sales engineer with 10 years experience in the electrical industry...

SALES REPRESENTATIVE

Newport and the Welsh Valleys. We are looking for a Representative to cover the Newport and the Welsh Valleys...

SALES ENGINEER

Canada (U.K.) Ltd., Northampton. A sales engineer with 10 years experience in the electrical industry...

SALES ENGINEER

Electrical Installation. Full product training. A sales engineer with 10 years experience in the electrical industry...

SALES ENGINEER

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TECHNICAL SALES REPRESENTATIVE

Instrumentation. We are looking for a Technical Sales Representative to cover the Northampton area...

TRAINING SALESMAN/MERCHANDISER

An exciting opportunity has arisen for a Training Salesman/Merchandiser to cover the Northampton area...

ARE YOU FABRICATION CONSCIOUS?

Do you love clothes? Are you a fabricator? We are looking for a Fabrication Conscientious person...

CLERICAL ASSISTANT FOR PERSONNEL DEPARTMENT

The Personnel Department is seeking a Clerical Assistant to assist with administrative duties...

SECRETARY

Required for a small professional organization. A Secretary to assist with administrative duties...

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CAMBRIDGE UNIVERSITY PRESS

London Publishing House. A Secretary to assist with administrative duties...

SECRETARY/P.A.

Two young book production secretaries. A Secretary to assist with administrative duties...

SECRETARY/P.A.

The Director of a small professional organization. A Secretary to assist with administrative duties...

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The Director of a small professional organization. A Secretary to assist with administrative duties...

OFFICE VACANCIES

APPOINTMENT SECRETARY. A Secretary to assist with administrative duties...

BANK MANAGER'S SECRETARY

An experienced secretary. A Secretary to assist with administrative duties...

SECRETARY

Two young book production secretaries. A Secretary to assist with administrative duties...

SECRETARY

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RIOTINTO-ZINC CORPORATI

Chartered Engineer

Maintenance Engineering

NEW ZEALAND

New Zealand Aluminium Smelters Limited, a consortium of Australia Japanese interests, has established a large smelter opposite Bluff Harbour on the southern tip of New Zealand...

The production of aluminium is now underway at this new smelter. A qualified and experienced engineer, aged 30-35, is urgently required to assume overall control of the mechanical workshops.

Because of the early promotion prospects, ideal applicants will be chartered engineers or equivalent, with at least five years' supervisory experience.

The position also offers scope for moving into other areas of engineering activity in a senior capacity.

A salary of around £3500 will be negotiated and generous benefits including relocation expenses and full family travelling.

Please write or telephone for an application form to: M. Lidbeter (Group Personnel Services, The Rio Tinto-Zinc Corporation Limited, 6 St. James's Square, London SW1A 4LD. Tel. 01-330 2222)

Hotels and Catering

A cook and a housekeeper required for a newly furnished hotel in South Kensington. The cook will be responsible for the hotel's kitchen and the housekeeper for the hotel's cleaning and maintenance.

Apply to Mrs. J. Lidbeter, 6 St. James's Square, London SW1A 4LD. Tel. 01-330 2222

Join Garry... age 25

ex consumer goods salesman £2000 a year+

Garry was selling grocery products for a firm. He was a first class salesman but he himself where it was leading him. Then he decided to change for the better. He joined the largest manufacturer of pine furniture in this country. They're known as The Pine People and sell through selected furnishers.

Ducal are growing very fast. This means an outstanding opportunity to join a young dynamic team.

Garry has a £1000 new car, excellent bonus + incentives, free medical insurance, non-contributory pension and generous exp plus the responsibility for his area. He finds it full of interest, very different from the dreary old days. He could well be a field man within two years of joining us.

Ducal want two more Garrys. Age 23 to 30 intelligent and enthusiastic. Garry A will cover South West England - Devon, Cornwall, Somerset, Hants and Bristol. Garry B will take the Eastern Counties - Norfolk, Suffolk, Cambs, Hunts, parts of Essex, Northants, Beds and Herts. Both will be first class salesmen, able to develop their territories and make maximum use of their sales.

This is a genuine and unique opportunity, but you've got to be very good. Just two of you. Write in the first instance to: Research Associates (Recruitment Division) 13 Redfern Road, Walton, Stone, Staffs.

domestic

FOR SWITZERLAND. Swiss doctor's family seeks a young housekeeper.

A young housekeeper required for a small family in Switzerland. The housekeeper will be responsible for the household and the children.

Apply to Mrs. J. Lidbeter, 6 St. James's Square, London SW1A 4LD. Tel. 01-330 2222

MARKETING EXECUTIVE

An expanding chemical company is seeking a Marketing Executive with practical marketing experience whose responsibilities will include introduction of new products to consumer and industrial outlets; market diversification and the development of Home European/International advertising marketing plans.

Preference will be given to candidates who have a record of established progression.

It is unlikely that applications will be considered if you do not have a record of high frequency of job change will be pursued.

Write M.E.18550, Daily Telegraph, E.

STAINLESS STEEL SENIOR SALESMEN

are required by METAL CENTRES LTD operate from their Centre Branches.

The company is a Major Metal Stockist in Alcan Booth Industries Group and an Authorised Stainless Steel Stockist for the British Steel Corporation.

A top salary and the usual fringe benefits available to the successful applicants who are required to have a first-class proven sales record in Stainless Steel.

Qualified applicants should write for interview to: Managing Director, METAL CENTRES LTD, Conygre Road, Tipton, Staffs.

WORKS MANAGE

For Calcium St Works in continental of Southern England. The successful applicant will be responsible for the day-to-day management of the works and will have a sound technical background and general working experience of budget control and cost systems is essential. This is not a job for a beginner. Salary will be in the £2000-£2500 range. Apply to: Works Manager, METAL CENTRES LTD, Conygre Road, Tipton, Staffs.

SALESMAN

experienced in Multi-part Business Forms and Computer Systems. Remuneration will be in excess of £2000. Benefits apply. Applications only in strict confidence.

Apply: Incentech Private Limited, Watlington-under-Edge, Oxon. Classified Advertisements can be obtained by TELEX No. 2222



**STEVENAGE DEVELOPMENT CORPORATION**

**CHIEF ENGINEER'S DEPARTMENT**

Stevenage is a flourishing new town 30 miles north of London with a rapidly expanding population. The town has one of the most comprehensive dynamic highway systems designed on dynamic principles and which is still being extended. It also has a rapidly growing successful pedestrian town centre with extensive parking provision and a programme of segregated housing development incorporating grade separation and drainage works associated with all these developments.

The following vacancies exist:

**RESIDENT ENGINEER**  
N.T. Grade VIII R.B. (£2772/£3186)

should be suitably qualified and experienced in all aspects of civil engineering with the ability to supervise in particular a contract for the construction of an overhead walkway with trawlers, ramps and appurtenant works.

**QUANTITY SURVEYOR CIVIL ENGINEERING**  
N.T. Grade VI (£2199/£2565)

Estimator or Surveyor preferably having experience in Civil Engineering and having an H.N.C. or similar qualifications. Applicants must be capable of taking off quantities from plans and specifications and preparing estimates for major Civil Engineering projects. This appointment offers an opportunity for gaining experience in the handling of Civil Engineering contracts.

Staff have opportunities to make use of the Corporation's Home computer as well as a Programma 101 desk computer.

We will, in appropriate cases, provide housing to rent or buy, pay removal expenses up to £100, pay a lodging allowance for a limited period, grant allowances and loan facilities for cars. Mortgage facilities may be available in cases where difficulty is experienced in obtaining a mortgage elsewhere. A superannuation scheme is in operation.

Write at once, stating experience, qualifications, present salary and address of two referees to: G.M. Sparrow, M.B.E., Chief Administrative Officer, Daneshill House, Daneshill, Stevenage, Herts SG1 1XD.

Applications must be received by the 25th October, 1971.

# Overseas Development

The provision of skilled manpower is a vital element in Britain's aid to the developing countries. Your professional skills are needed overseas and you will have the satisfaction of doing a challenging, responsible and worthwhile job. Salaries are assessed in accordance with qualifications and experience. The emoluments shown are based on basic salaries and allowances. Terms of service usually include free family passages, paid leave, educational grants and free or subsidised accommodation. For certain of these appointments an appointment grant and a car purchase loan may be payable. Appointments are on contract for 2-3 years in the first instance, unless otherwise stated. Candidates should normally be citizens of, and permanently resident in, the United Kingdom.

**TRANSPORT STATISTICS ADVISER EAST AFRICA**  
To advise the East African Community on the planning and implementation of new surveying and statistical series of statistical work on the transport sector, particularly in the fields of rail, road, and water traffic and to train a counterpart. Candidates between 30-40 years must have a relevant university or professional qualification and about five years' experience in addition to salary, which is to be arranged a variable tax free overseas allowance of £495-1130 p.a. is payable.

**DIRECTOR OF AUDIT UGANDA**  
£4,214 plus 25% Gratuity  
To plan and supervise audit of statutory corporations, director reports and prepare accounts for certification by Auditor-General. Candidates should have experience in a senior audit post and be members of a recognised professional body. Contract 21-27 months.

**PRINCIPAL INTERNAL AUDITOR EAST AFRICA**  
£3,237-3,575 plus 25% Gratuity  
To set up internal audit sections in Finance and Supply Department of Corporation of Posts and Telecommunications and their junior officers. Duties include regular review of work of Accounts branches in all Corporation units. Candidates must have a degree in economics including accountancy or equivalent and have had at least five years' experience.

**EXPERT IN PERSONNEL MANAGEMENT UGANDA**  
To maintain a training programme in personnel management, train a counter-part lecturer and build up reference material. Candidates should have experience in Civil Service establishment and O & M work and have a recognised degree or diploma. In addition to salary, which is to be arranged, a variable tax free overseas allowance of £590-1,265 p.a. is payable.

**CHIEF METEOROLOGIST ZAMBIA**  
£3,766 plus 25% Gratuity  
To be responsible to the Director for administration, organisation, the running of the Aviation and Forecasting Services and to initiate and supervise research into Tropical Meteorology. Candidates must have a degree in meteorology or mathematical physics and considerable experience with a National Meteorological Service.

**METEOROLOGICAL OFFICER ZAMBIA**  
£3,131-3,194 plus 25% Gratuity  
To take charge of the main Aviation Forecast Office at Lusaka International Airport. Candidates must have passed the Advanced Forecast Course of the UK Meteorological Service and have considerable experience in Aviation Forecast Office duties.

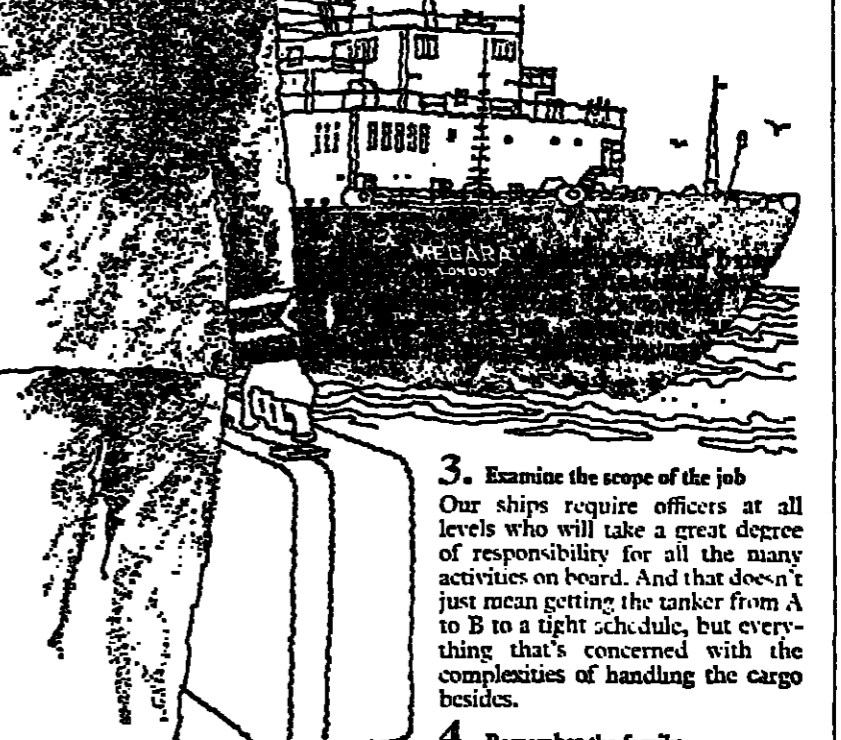
**LECTURER IN ECONOMICS THAILAND**  
To assist the Director of the Asian Institute for Economic Development and Planning in preparing and conducting general courses in industrial project analysis, management of public enterprises, project preparation and appraisal. Candidates must have a degree in economics and experience of lecturing in the above fields. In addition to salary, which is to be arranged, a variable tax free overseas allowance of £765-1525 p.a. is payable.

**OVERSEAS DEVELOPMENT ADMINISTRATION**

Further information may be obtained about any of these vacancies by writing briefly stating your age, qualifications and experience to:—

The Appointments Officer, Room 301A, Eland House, Stag Place, London, SW1E 5DH

## Navigating Officers get a better package deal with Shell Tankers



- 1. Consider Promotion**  
Today there are not many shipping lines that can justify the title of fleet. But our present British fleet numbers nearly 90 tankers and is increasing. This allows us to encourage rapid advancement, so that officers in the Shell fleet don't wait for 'dead men's shoes' until they're promoted. And our ships are amongst the most modern afloat, with first class accommodation and equipment.
- 2. Compare salaries**  
Salaries are highly competitive and range as follows:  
Third Officer from £1962 to £2571  
Second Officer from £2436 to £3141  
Chief Officer from £3228 to £4596  
Senior Masters can earn up to £6600 per annum.
- 3. Examine the scope of the job**  
Our ships require officers at all levels who will take a great degree of responsibility for all the many activities on board. And that doesn't just mean getting the tanker from A to B to a tight schedule, but everything that's concerned with the complexities of handling the cargo besides.
- 4. Remember the family**  
With Shell Tankers you'll get generous leave, 12 days a month for junior officers and 13 days a month for senior officers at about six-monthly intervals. All Certificated Officers can take their wives to sea whenever they wish. There's help with housing loans as well.

We're looking for certificated navigating officers either currently serving at sea or those who may have been on shore for a time. Whilst tanker experience is preferable, it is not essential. Write now for further details to:

**Shell Tankers (U.K.) Limited,**  
SFP/SD/T,  
Shell Centre,  
London SE1 7PQ. Or phone us on 01-934 4179 or 3968 reversing the charges.

**BE A SHELL FLEET OFFICER**

## ITALIAN SPEAKING ACCOUNTANT

A leading international manufacturing and marketing group wants an accountant, who will be based at its Head Office in London.

He will initially be assigned to work in Europe and must have the following attributes:

- (1) An accountancy qualification;
- (2) A complete fluency in Italian and English;
- (3) Aged not more than 35 years.

He must have the ability to deal tactfully with people at all levels and the strength of character to have his ideas successfully implemented.

Whilst on assignment he will be fully supported by his Head Office in all aspects of his work, together with the provision of specialist advice if required on installing or updating existing systems.

The prospects of promotion for the successful man are unlimited.

His conditions of service will be excellent.

A commencing salary of £4,000 per annum is envisaged, although accountants earning more are invited to apply provided that they have fluent Italian.

Write in confidence:  
MERRICK CHAPMAN ASSOCIATES,  
183, VICTORIA STREET, LONDON, S.W.1.

## Qualified Nigerians wanted to train for Oil Survey Work

Britain's leading seismic survey company, at present carrying out geophysical surveys for oil companies in Nigeria, are seeking a number of suitably qualified Nigerians to train as Instrument Engineers. They will join the seismic survey teams now operating in Nigeria.

It is essential that applicants hold a Degree or at least an H.N.D. in Electronic Engineering. They should be single and prepared to work in remote forest or river locations in the Niger Delta.

In addition to a good progressive salary, those accepted will receive field allowances and other benefits including free medical treatment and generous leave entitlement.

Suitably detailed applications should be marked 'Confidential' and include a covering note listing any organisation to which they should not be sent.

Please address all applications to:

Mr. P. Borrell (ref: 8.10.71)  
Classified Services Division,  
Parsons, Hughes & Partners Ltd.,  
William Blake House,  
Marshall Street,  
London, W1V 1LP.

## Senior Corrosion Engineers

SOLUS SCHALL, a major British company offering a protection and inspection service to pipeline and construction site work throughout the world, requires

for overseas contracts. Applicants should have approximately 10 years field experience with emphasis on Cathodic Protection and Coatings. Preference given to those who also have experience in preparation of specifications. Membership of the Inst. of Corr. Tech. desirable. Attractive salaries, allowances and family passages. All the advantages of the Rank Organisation's Group contributory pension, free life assurance and accident schemes.

Write to the Personnel Manager,  
Rank Solus Schall, Phoenix Works,  
Great West Road, Brentford,  
Middlesex or telephone 568 9272 ext. 315.

Solus Schall  
RANK PRECISION INDUSTRIES

## PRODUCTION CONTROLLER

We have a vacancy for an energetic young man, 25 to 40 years of age with the ability to take charge of, and be responsible for, programme planning, progress, stores, despatch and transport sections.

This is a senior appointment and calls for someone who has had considerable supervisory experience and a sound knowledge of Production Control techniques.

We are an engineering factory producing domestic appliances and are only interested in applications from those who can satisfy these exacting requirements.

Please write, stating details of present salary, age, education, qualifications and previous employment, to the Personnel Manager, Wilsons & Mathiesons Limited, Armley Bridge Works, Leeds, 12.

## TECHNICAL SALES REPRESENTATIVE

For the Midlands, South West England and Wales. He must reside in the area, have experience in the sales of capital plant to industry. The applicant should be in the age group of 30 to 40 years and have proven sales ability. We are manufacturers of High Speed mixers for the food, plastics, chemical and pharmaceutical industries. We are a medium sized engineering company with international sales for our equipment. The company offers a good salary and commission scheme. Pension scheme in operation.

A company car is provided.  
Apply to the Sales Director

**TWEEDY OF BURNLEY LTD**  
GANNOW LANE, BURNLEY, LANCS. Tel: 27821.

## ELECTRICAL ENGINEERS

are required by our client, an international electrical contractor, for their offices in Central London. Applicants must have experience in the design and/or project side of electrical services for large buildings.

The Company has an ever increasing number of major contracts for power and lighting installations and successful applicants can be assured extremely interesting and varied work.

The Company places a great deal of emphasis on employee development and have a policy of promotion from within. They are ready to pay top salaries to attract high calibre engineers.

Please write quoting Ref: EE giving a concise personal history to: The Sector  
London, W.1.  
Starting in a covering letter any company you do not wish your application to be passed to.

## BABCOCK PACKAGE BOILERS AREA SALES ENGINEER

Applications are invited for the position of Area Sales Engineer to represent the above-mentioned Company in the East Midlands Area. The Company specialises in the manufacture of Industrial Boilers, Combustion Equipment, Incinerators and associated plant.

An ability to work with minimum supervision coupled with enthusiasm and a readiness to exhibit initiative is essential.

A salary commensurate with qualifications and experience, together with provision of a Company car is offered.

Applications, preferably from candidates living in the Leicester/Rugby Area, giving brief personal details should be sent to:

THE GENERAL MANAGER,  
P.O. BOX 1/6, KENNEW, SCOTLAND.

**SENIOR AIR CONDITIONING ENGINEER**  
**SENIOR REFRIGERATION ENGINEER**  
FOR SOUTH AFRICA  
Salary up to R11,000 per annum

Candidates must be experienced and suitably qualified, preferably Chartered Engineers. Age range 30-40 years. They will work on a wide range of important building projects including schools, office buildings, medical buildings etc. The appointment will be with Edward Cohen Bahr & Associates in Johannesburg who are associated with Building Design Partnerships.

Applicants should write giving age, qualifications and a covering note to: G. S. Vincent, Building Design Partnerships, 16-19 Gresse Street, London W1P 2DA.

## Salesmen

Hellermann Deutch, leaders in the field of high reliability connectors and relays, are continuing their expansion programme with the introduction of a range of products for new markets.

Applications are invited for the position of Salesmen in the following areas:—

North of England  
South East England  
South West England

Experience in selling to the electrical/electronic industry is desirable but above all we need men with drive and the desire to participate in the expansion of the Company's exciting new product range.

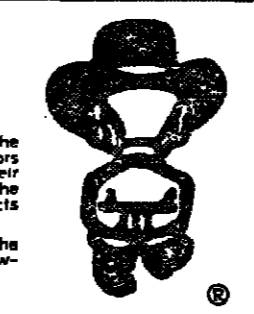
A support team of Trainee Salesmen is also required in the Midlands  
South East England

and we invite applications from young men in their early twenties preferably living in the Birmingham or mid-Sussex areas who have a formal engineering background, preferably to O.N.C. standard, who would like the opportunity to move into a sales career.

Salesmen who join our international organisation become part of a highly professional team and salaries and benefits reflect this status.

Telephone for an application form stating position and area required to:—

John Skipper, Personnel Officer,  
Hellermann Deutch,  
Imberhorne Way, East Grinstead, Sussex,  
East Grinstead TN23 1.



## Manager of Retail Operations

Non Food £3,000

A substantial Home Counties Co-operative Society requires a strongly sales orientated man capable of controlling and developing a Non Food selling operation based on Department store and ancillary selling projects.

We operate under full budgetary control, unit stock control and other modern management techniques of which the successful candidate must be competent to maintain control and develop with the accent on growth.

No sinecure—but exciting. Preferred age 30-40.

Applications to  
A. D. Goddard, Personnel Manager,  
South Suburban Co-operative Society Ltd.,  
99, London Road, Croydon, CR9 2QN.  
Telephone: 01-688 4488.

## BEAMISH

Interested in town streets, village greens, buildings in the landscape, vernacular styles? Want to work in England's first open air museum? Write or ring (Stanley) 02075 5588) the North of England Open Air Museum, Beamish Hall, Co. Durham, for further details of the post of

**MUSEUM DESIGNER**  
(£1,932-£2,199)

if you are an artist/designer/landscape architect and aged under 35 years.

## ONLY A FEW HOURS AWAY CANADA

with years of growth ahead

Since 1987, when Canada was founded, enterprising and resourceful people from many lands have built this big, young country into one of the world's fastest developing industrial nations.

With a modern technological economy, sharing in the continuing economic development of North America, Canada already has one of the highest standards of living in the world. Yet Canada has its own distinctive way of life. Rich in resources; largest country in the Commonwealth, second largest in the world, Canada has years of even greater growth ahead. And, of course, Canada is only a few hours away by air—six days by sea.

If you would like information about working and living conditions in big, young, growing Canada, please post the coupon below to your nearest office.

**CANADIAN GOVERNMENT**  
Minister of Immigration Service,  
(Dept. GD175/10)  
RELFAS: 22 North Street,  
BIRMINGHAM: Botolphs Building,  
New Street,  
GLASGOW: Finlay House,  
114 Renfrew Street, G.2,  
LONDON: 28 Grosvenor St., W1X 0AA,  
MANCHESTER: Railway House,  
Piccadilly South, M1 2 4J.

Name \_\_\_\_\_  
Address \_\_\_\_\_  
Occupation \_\_\_\_\_  
GD175/10

## MEDICAL REPRESENTATIVES

WE are leaders in the field of thrombolytic therapy and antithrombotic therapy. Backed by scientific and clinical research we are a progressive International Company.

YOU will be required to introduce a specialised range of chemical pharmaceutical preparations to medical personnel and other hospital staff.

IF you measure up to the following specification, you could secure for yourself an interesting career offering an attractive salary (commensurate with experience), a company car, plus expenses, insurance and contributory pension scheme.

APPLICATIONS are invited from men and women aged under 40, educated to "A" level standard preferably with para-medical background. Experience in medical representation could be an advantage.

Vacancies exist in the following areas:

1. LONDON (including Teaching hospitals),
2. SOUTH LANCASHIRE (including Merseyside and Manchester),
3. OXFORD AND BERKS.

A comprehensive training course will be held in January, 1972, and you should apply NOW, in confidence giving brief career details to:

Field Force Manager,  
KABI PHARMACEUTICALS LIMITED,  
Bilton House,  
Uxbridge Road, Ealing, LONDON, W5 2EL.

## MAINTENANCE ENGINEER

Federated Motor Industries, the leading C.R.D. vehicle assemblies and body manufacturers in Nigeria, require a Maintenance Engineer. The person chosen to fill this challenging position must have served a recognised apprenticeship and technical qualifications are essential. Good practical experience in installation and maintenance of industrial plant both electrical and mechanical in a small or medium establishment with an accent on the motor trade and/or sheet metal fabrication an additional advantage. Generous remuneration will be according to qualifications and experience. Entry to Nigeria of between 15 and 18 months followed by at least 3 months' home leave on full salary.

Free passages provided for wife and children residing with parents in Nigeria and high education allowance with free holiday passages for children continuing school in U.K.

Fully furnished accommodation provided.

Apply:  
Recruitment Manager,  
The United Africa Company Limited,  
P.O. Box 1,  
United Africa House,  
Bancroft Road, London, S.E.1.

## LEGAL EXECUTIVE

Fine Fare require a Legal Executive to be responsible for liaising between the Property Acquisition Managers and the Company's outside solicitors—transmitting outline terms into detailed briefs and acting thereafter as the solicitor's client; the dissemination of information regarding legal obligations to the various departments concerned with insurance, maintenance and trading, etc.; the maintenance of legal records; and co-ordinating the up-dating of standard draft leases and other documents.

Applications are invited from men and women who have had considerable conveyancing experience, are hard-working, go-ahead, and capable of working on their own initiative.

The position is based at the Company's Head Office in Welwyn Garden City. Starting salary will be in the range £2,250-£2,500, dependent upon age and experience.

Please write to M. Moulc, ARICS, Group Property Acquisitions Controllor, Fine Fare Ltd., Gate House, Welwyn Garden City, Herts.

**FINE FARE**

## SALES REPRESENTATIVE

**MIDDLE EAST**

The Ever Ready Co. (G.B.) Ltd., Europe's largest dry battery manufacturer, wishes to fill a new post of Area Sales Representative in the Middle East, who will supervise Agents and sell directly to Retailers.

Applicants should have had relevant experience, be aged about 25-35, have fluent Arabic and English and be addressable to Saudi Arabia, The Trucial States and Ethiopia.

The Representative will be based at North London but spend at least half of his time in the field.

Please send brief details of yourself to:—

The Personnel Manager (Ref B),  
THE EVER READY CO. (G.B.) LTD.,  
1255 High Road, London, N.20.

## TRUST OFFICER

at its office in  
George Town, Cayman Islands

Candidates should be aged 25-30 with previous trust, banking experience and the Institute of Bankers Trustee Diploma or similar qualification. Attractive salary and other benefits including annual leave with fare paid to U.K.

Vacancies also exist for Junior Officers aged 21-25 with accounts and auditing experience and at least Part I of the Institute of Bankers Examinations for service in the Cayman Islands.

Interviews will be arranged in London but in the first instance write, giving full details of qualifications and experience, to:

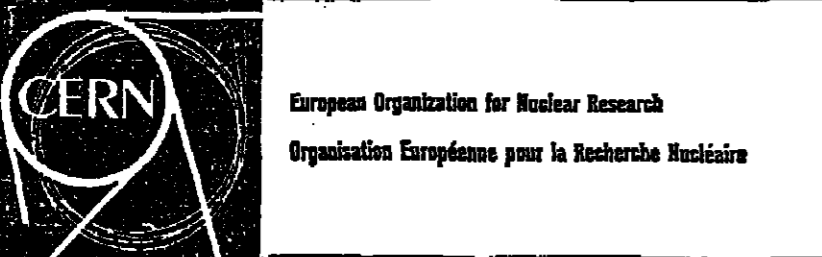
Chief Accountant  
THE BANK OF NOVA SCOTIA TRUST COMPANY  
(BAHAMAS) LIMITED  
P.O. Box N 5016, Nassau, Bahamas

## EUROBOND DEALER

required for new Merchant Bank in the City. The position should interest young dealers with two to three years' experience in a responsible dealing capacity.

Good prospects and remuneration for the right candidate.

Write in strictest confidence, giving full details of career to date to: E.D.18222, Daily Telegraph, E.O.A.



The European 300 GeV Proton Synchrotron is being constructed on a site spanning the Franco-Swiss frontier, alongside the existing CERN laboratory near Geneva.

### PHYSICISTS ENGINEERS TECHNICIANS

Interested in participating in this project. Opportunities exist in all aspects of accelerator technology and related fields, for example: magnet technology, particle beam handling, radiofrequency techniques, computer control systems, electronics, radiation problems, vacuum techniques and general mechanical design.

### Gulf Oil Industry Retail Market

We are the rapidly expanding U.K. marketing subsidiary of one of the world's largest oil corporations and are continuing with the new phase of exciting expansion programme in the Retail Market.

### Hanwell Middlesex Area c.£3,500 FINANCIAL CONTROLLER

A member of a growth industry supplying civil aviation's handling requirements wishes to appoint a financial controller.

### SENIOR WORK STUDY OFFICER

An experienced Work Study Officer is needed to re-apply incentive schemes based on work measurement where there have been lapses during recent factory relocations.

### YOUNG & CO.'S BREWERY LTD. ASSISTANT FOR THE MANAGER

of their Manager House Department. He will be expected to take control of the day to day running of the houses and must have previous experience in this field together with a thorough knowledge of all aspects of catering.

# Drinks Marketing

Two new senior appointments reporting to the Group Marketing Manager of the £multi-million C.W.S. Drinks Group — arising from the need to strengthen and sharpen its Marketing/Sales Organisation for consolidation and to expand the growth and profit potential of the total drinks market.

### Commodity Marketing Manager Wines/Spirits about £3750

You will devise, evaluate, develop and implement short and long term marketing strategies designed to maximise, within and outside the Co-operative movement, sales and profitability of the total product group, comprising beers, wines and spirits.

Direct negotiation of product procurement (excluding wines in bulk from abroad), product mix, pricing policy and promotional planning are major areas of your responsibilities.

Comprehensive knowledge of the wines/spirits trade is essential and, ideally, this will have been gained in part from a retailing involvement. Preferably, you will also have experience of working for an established, sophisticated consumer goods company.



Write to me for an application form, quoting reference D.414, and stating in which appointment you are interested: W. L. Lamb, Group Personnel Officer, C.W.S. Limited, Drinks Group, Baytree Lane, Middleton, Nr. Manchester, M24 2EJ.

### Commodity Marketing Manager Soft Drinks about £2850

This appointment is identical in marketing responsibilities to the Wines and Spirits post, with a major difference between the two jobs being that product procurement in the soft drinks area will not encompass the same proportional breadth of total responsibilities as the former position.

Age is much less important than depth of experience and ability. Both appointments are based at the Group Headquarters in Middleton, near Manchester, and generous relocation assistance will be given where appropriate.

## Electronics Engineers Physicists Mathematicians

As part of its current development programme, our client, a major organisation in the electronics industry, has vacancies for Electronics Engineers, Mathematicians, and Physicists in a wide variety of research and development work within its West Country establishment.

Successful applicants will have a good honours degree or equivalent qualification and should have had a minimum of 3 years relevant experience in the quality electronics industry.

### 3 CAREER OPPORTUNITIES IN THE MOTOR INDUSTRY

The Vehicle Division of General Motors is expanding its sales in Great Britain and is seeking to recruit a small number of Sales Trainers, Car Distributors and Traffic Assistants.

### SALES TRAINER

Sales Trainers will be responsible for training and supervising sales staff in the Motor Division of General Motors.

### CAR DISTRIBUTOR

Car Distributors will be responsible for the sale and delivery of new and used cars to customers.

### TRAFFIC ASSISTANT-SUPPLY DEPT.

Traffic Assistants will be responsible for the supply of spare parts and accessories to customers.

Further details and an application form obtainable from: The Clerk of the Council, Cumberland County Council, The Courts, Carlisle, Cumbria, CA1 1JL.

### THE LONDON CHAMBER OF COMMERCE

Has a vacancy for a lady aged 24 upwards for responsible executive position dealing with secretarial examinations. Office experience important.

### COUNTY OF CUMBERLAND Management Services Officer

An opportunity to join a progressive Management Services Unit based in Carlisle carrying out major project investigations for the Council.

### TAYSIDE DEVELOPMENT AUTHORITY DEVELOPMENT OFFICER FOR TAYSIDE

The Tayside Development Authority invites applications from suitable candidates for a Development Officer for Tayside.

### Expandite CHEMISTS

Young men or women with industrial experience having a degree or H.N.C. Chemistry are required for senior assignments in the development of polymer based joint sealing and waterproofing compounds.

### Export Sales Manager - West Country

The Construction and Mining Division of Britain's largest compressed air equipment manufacturing group, offers a first-class opportunity for an experienced Export Sales Manager.

### REPRESENTATIVES

This may be the career for you. How would you like to join one of the latest growing pharmaceutical companies in the U.K.?

### Production Controller

Hellermann Deutsch is a leading manufacturer of relays and connectors for the aerospace and electronic industries.

### HEAD OF WORK STUDY

A Light Engineering Company involved in high volume production in the London area require an experienced man to head the Work Study Department.

### Sales of Aluminum Rolled Products

U.K. based sales company requires FIRST CLASS SALESMAN experienced in the field of aluminium sales to and from foreign countries.

## Today Financial Management Tomorrow Business Management

Kimberly-Clark is a vigorous, expanding company, part of a large multi-national corporation, operating in high growth markets. Our KLEENEX tissues are a household name but they are just one of our many consumer and industrial products.



Please write, telling us what you have to offer us and your future ambitions, to G. B. Womersley, Kimberly-Clark Limited, Larkfield, Maidstone, Kent.

### AUSTRALIA

THE BRISBANE (QUEENSLAND) BRANCH OF THE "COMENG" GROUP OF COMPANIES

wishes to fill the positions below. The group is the largest Railway running in the Southern Hemisphere with plants located in Sydney, Brisbane, Adelaide and Perth.

### CONTRACTS MANAGER

Min. qualifications: H.N.C. (Mech.) with apprenticeship and/or engineering degree. 3 years minimum experience as work study engineer with emphasis on estimating, tender preparation, contract administration, in a large medium-to-heavy engineering contractor's business.

### WORKS STUDY ENGINEER

Min. qualifications: O.N.C. (Mech. or Prod.) and certificate in works study. 5 years' experience as work study engineer with emphasis on estimating, tender preparation, contract administration, in a large medium-to-heavy engineering contractor's business.

The positions are permanent with superannuation. We organise movement of families to Australia at our cost and arrange furnished houses at residential rent. Interviews will be conducted in England.

### SITE ENGINEERS

National Building & Civil Engineering Contractors requires Site Engineers experienced in setting out and supervision of structural concrete work for contracts in north London, Buckinghamshire and Hertfordshire.

### Southern Area SALES REPRESENTATIVE

Attwater & Sons Limited, manufacturers of high grade electrical insulating materials, require a Sales Representative for the Southern Area.

### SALES REPRESENTATIVES

are required by Pye Business Communications Ltd., a progressive firm dedicated to advanced communications, to sell a wide product range of electronic equipment including C.C.T.V./Intercom/P.A./Telephone and Time Control Equipment.

The successful candidates will have a proven record in selling communications equipment and will be adaptable to changing techniques and products.

Attractive salaries and commission with excellent fringe benefits will be paid, and a company car provided.

Please telephone or write to: John Bell, Personnel Manager, BUSINESS COMMUNICATIONS, Orchard Road, Royston, Herts, SG8 5HD. Telephone: Royston (0763) 44141.

### ROCKWARE GLASS LIMITED

Senior Industrial Engineer at their Knowsley Factory. Over 2,000 employees, at three works, are engaged on a wide range of industrial and engineering operations.

John Bell 1/50

Job Vacancies 1970



# PA ADVERTISING

REPLIES. Unless otherwise stated, please send comprehensive career details to the PA Advertising office indicated, quoting the reference number on the envelope. Replies, which should not refer to previous correspondence with PA, will be forwarded direct, unopened and in confidence to the client unless addressed to our Security Manager listing companies to which they may not be sent.

2 Albert Gate  
Knightsbridge  
London SW1  
Tel: 01-235 6080

Chamber of Commerce  
House, Harborne Road  
Birmingham B15 3DJ  
Tel: 021-454 5791

St. James's House  
Charlotte Street  
Manchester M1 4DZ  
Tel: 061-237 4531

14 Manor Place  
Edinburgh EH3 7DD  
Tel: 031-225 4481

## SALES AND MARKETING

**Sales Manager**  
£3,000 +  
A number of top flight engineering salesmen are required in the Home Counties and in Scotland by an organisation concerned with the improvement of efficiency and profitability in manufacturing industry. The company is already pre-eminent in its field, and now requires high calibre personnel to promote the use of both practical facilities and consultancy services during a further period of expansion. A first class industrial engineering background must be combined with personal qualities necessary to negotiate contracts at the highest level. Applicants must provide evidence of successful marketing experience in the engineering industry, or in consultancy. The requirements are exacting, but the rewards for satisfactory performance will be high, and will include excellent fringe benefits. Total compensation including a bonus element, could exceed £6,000 per annum. Initial applications should contain only a brief summary of qualifications and experience. (London Office: Ref. 1/H8263/DT Engineers)

**Sales Executives**  
Automotive Transmission Equipment  
Continuing expansion, and plans for obtaining an increased share of the market, mean that the sales function of this leading company needs to be strengthened. The company manufactures a complete range of drive line equipment, supplying major commercial vehicle manufacturers throughout the country. The two men to be appointed will complement the existing strengths of the sales team, and after training in the company's products will find themselves involved in a wide range of activities, from sales office administration to servicing and sales promotion. They must have an engineering background, qualified to at least HNC, and should have some commercial experience or at least the desire and potential to move onto the commercial side. Experience in this or a similar industry would be useful. Probably about 30, they will have personal qualities of enthusiasm and drive and the ability to make the most of the prospects that success will bring. This is a key training area for managerial positions. Salaries of up to £2,500 p.a. will be offered, and the company operates a pension fund and the usual fringe benefits, including help with costs of relocation, if necessary, to the non-resident. (Manchester Office: Ref. 5/D9271/DT Executives)

## FINANCE AND ACCOUNTANCY

**Retail Accountant**  
£3,750  
A West End store with provincial branches and a growing number of shops-within-shops requires an Accountant. The successful applicant must have had several years' experience in all aspects of retail store accounting, including control of stocks and buyers' budgets. He will work within the Group Chief Accountant's Department in London and will have specific responsibilities for all aspects of retail accounting. This is an interesting and challenging appointment arising from the continued expansion of the retail division of this public company. A salary in the region of £3,750 per annum will be negotiated and future prospects for advancement are excellent. (London Office: Ref. 3/K7222/DT Accountant)

**Research Accountant**  
British Road Services Limited require a qualified accountant as Research Accountant to be responsible to the Management Accountant in their East Midlands District Office located in Derby. We have profit responsible Districts throughout the country and the successful candidate will be part of a management team advising management on the current performance and profitability of the District. Applicants should be aged between 25 and 35, qualified and must have the ability to interpret costs statistics relating to current performance and future project developments and be able to produce revenue budgets. Starting salary will be £2,500 per annum in a range rising to £2,800 per annum, promotion prospects are good and there are good employee benefits. Applications should be addressed to: P. D. Shearwood, Esq., Recruitment and Selection Manager, British Road Services Limited, Northway House, Whetstone, London, N.20.

## MANAGEMENT SERVICES

**Management Auditor**  
Up to £2,750  
An unusual opportunity arises for a qualified engineer or scientist to join the management audit department of a major chemical engineering company. As the team's responsibility covers the Company's European activities, short trips to Europe will be required from time to time. The job involves both routine reviews and special investigations of all aspects of the company's activities, and the presentation to management of clear, concise reports. The successful applicant will work in a multi-disciplined team where he will be expected to contribute general scientific and engineering expertise. However, the work will carry him into such fields as accounting, O & M, production and distribution and he must feel confident of investigating any of these areas, with assistance if necessary. The basic requirement is an ability to analyse problems quickly and methodically and to present conclusions succinctly. The candidate must have the confidence to present his views at top management level. Considerable relocation assistance is given in addition to the normal fringe benefits. Please send brief details of previous experience to: Miss B. C. Wren, Personnel Officer, Air Products Limited, Coombe House, St. George's Square, New Malden, Surrey.

## Sales Manager

£3,000 +

## Sales Executives

Automotive Transmission Equipment

## Sales Administration Manager

£2,000 +

## Senior Estimator

## Contracts Manager

## SALES AND MARKETING

A well-established Continental weighing-machine manufacturer, whose name is already known in Britain, requires a U.K. Sales Manager. Location will probably be in the Midlands. Aged 30-35, he will be able to recruit, train and lead a sales force to success in speciality selling, have had experience of marketing through distributors and negotiating with large institutions, government departments etc. £2,704 plus profit-sharing, car, contributory pension scheme and later directorship. Replies should include full details of education, career, job achievements, reasons for leaving etc. (London Office: Ref. 4/C2331/DT Sales)

Continuing expansion, and plans for obtaining an increased share of the market, mean that the sales function of this leading company needs to be strengthened. The company manufactures a complete range of drive line equipment, supplying major commercial vehicle manufacturers throughout the country. The two men to be appointed will complement the existing strengths of the sales team, and after training in the company's products will find themselves involved in a wide range of activities, from sales office administration to servicing and sales promotion. They must have an engineering background, qualified to at least HNC, and should have some commercial experience or at least the desire and potential to move onto the commercial side. Experience in this or a similar industry would be useful. Probably about 30, they will have personal qualities of enthusiasm and drive and the ability to make the most of the prospects that success will bring. This is a key training area for managerial positions. Salaries of up to £2,500 p.a. will be offered, and the company operates a pension fund and the usual fringe benefits, including help with costs of relocation, if necessary, to the non-resident. (Manchester Office: Ref. 5/D9271/DT Executives)

An experienced administrator is required for the sales office of a medium-sized engineering company situated within easy reach of South London. The man appointed will have sound experience in organising and running both home and export staff and give a solid backing to the field sales force and an efficient service to the customer. Applicants should be aged 30 to 40. The salary will be negotiable from £2,000 p.a., dependent on background and experience. (London Office: Ref. 6/H8282/DT Administration)

## CONTRACTING

These appointments in the north-west are with the industrial services division of an expanding and highly profitable contracting group whose clients are major international organisations. Reporting to a Regional Director, the Senior Estimator will control the industrial painting estimating function. Candidates, who are likely to be aged 28-35 with HNC in surveying, must have a general building background and be prepared to specialise in industrial painting. Initial earnings can be £3,000 plus car. (London Office: Ref. 7/U4175/DT Senior)

A Manager is required to control contracts in the painting market. Candidates should be under 45 and have contracting experience in the building industry where site management of labour, costs and progressing, together with customer liaison, are vital. The starting salary will be negotiable up to £2,500 plus bonus and car. (London Office: Ref. 8/U4174, DT Manager)

Please write BRIEFLY for an application form to PA Advertising who are advising on these appointments.

## RESEARCH AND DEVELOPMENT

Two bacteriologists are required for studies involving the evaluation of anti-bacterial substances. One vacancy is concerned with the planning and supervision of laboratory studies involving the *in vitro* evaluation of new antibiotics (Ref. No. NA/DT). The second vacancy is for a bacteriologist in a small team concerned with the evaluation of antibacterial substances, both *in vitro* and in laboratory animals (Ref. No. AS/DT). Applicants should have a good honours degree in Microbiology or Bacteriology and postgraduate experience, preferably in the field of medical microbiology or chemotherapy. Beecham Research Laboratories is a leading company in the field of antibiotic research and a modern laboratory block providing first class facilities has been opened recently to the expansion of research. The laboratories are located near Dorking in a pleasant area of Surrey, within easy reach of London. A generous starting salary is offered, together with non-contributory Pension Scheme and U.K. Bonus Scheme. Payment of removal expenses will be considered. Applications should be made to the Head of Personnel Department, stating briefly age, qualifications and experience and quoting the relevant reference number. Beecham Research Laboratories, Brockham Park, Betchworth, Surrey.

## Marketing Engineers

Some Counties and Scotland

## Young Marketing Executive

Agriculture

## Retail Accountant

£3,750

## British Road Services Limited

## Research Accountant

Derby

## Management Auditor

Up to £2,750

## Beecham Research Laboratories

## Bacteriologists

### GROUP C APPOINTMENT - AB/1/13

Our clients, a growing U.K. subsidiary of a major U.S. manufacturer, seek an Accountant, preferably qualified, with experience of running an Accounts department. The department he will control, 20-strong, deals with about 3,500 customer accounts, and a high level of efficiency needs to be maintained. Reporting to the Financial Director, the Manager appointed will be located in the Home Counties.

# Accounts Manager up to £3,000

Contact Group C  
All enquiries to Group C are confidential. To find out more about the job before putting pen to paper, leave your name and address, quoting job reference number, with our 24-hour Answerphone service - 01-580 5448. Alternatively, write to The Managing Director, Group C Appointments, P.O. Box 1A9, London W.1.

## Chartered Accountants

Bas Charrington Limited require two chartered accountants in the Financial Controller's Department at the Group Headquarters in London. The work will provide wide experience of the many financial aspects of a large group organisation using modern management techniques, including budgeting, forecasting, investment work, preparation of group accounts, and computer applications. There will be opportunities for travelling to operating divisions throughout the country and the prospects for promotion within the Group are good. The commencing salaries will be attractive. There is a generous Pension Scheme with life cover, and the other benefits provided by large concerns. Applications, giving a brief curriculum vitae, should be addressed to:—

Financial Controller,  
Bas Charrington Limited,  
54 Baker Street,  
LONDON, W.1.

## Are you a professional Salesman?

If you are, then you could be just the person we're looking for. We need experienced salesmen to boost sales of our Office Furniture, contract carpeting and Business Systems products in the Central and Greater London Areas. Whilst previous experience in these fields is desirable, proved selling ability is more important. If you are between 25 and 40 and can meet our requirements, we have a place for you. Salary will depend on age and ability and will not be less than £1,700 per annum, with either a company car or a compensatory allowance, dependent on area. Please write in first instance, giving brief details, to:

Roneo Vickers  
Roneo Limited  
C. R. Courts Esq.,  
Regional Sales Manager, Roneo Vickers,  
Roneo House, Lansdowne Road,  
Croydon, Surrey.

## Superintendent - Paint Shop North-West

Our Client, a leading engineering company, manufacturing consumer durables, wants a man to be responsible to the Production Manager for their large semi-automated two-shift paint shop operation. He will liaise with the Works Engineer and Laboratory Manager to ensure the maintenance of technical standards and will be responsible for the organisation and administration of the shop floor. Ideally the man appointed will have had depth experience of a large scale, high standard, painting operation in a mass production environment and will have a proven record of management. REWARD: Negotiable high salary with excellent fringe benefits covering transport, pension and life assurance. Excellent relocation assistance. Apply in confidence, Ref. 107/213.

Hales & Hindmarsh  
Associates Ltd.,  
Century House, 30/31 Jewry Street,  
Winchester, Hants.  
Telephone Winchester 66699

## More than just a Merchandiser...

We have created a new appointment in our Sales Department for a man with store/merchandising experience, and proved sales ability, in the age range 25-35. He will travel the United Kingdom (we provide a car) calling on department and chain stores to promote the well known range of "MATCHBOX" toys and games. He must be at ease in dealing with buyers and managers and, in addition to handling store displays and the maintenance of stock levels, he will cover the presentation of new products (many of these on the way!), demonstrations, and the training of retail staff in the multi-million sales class for many years. If you feel you have the background, energy and resource to pioneer this job please write giving details of experience, age and present salary to: P. D. Nunn, Personnel Manager, Lesney Products & Co. Ltd., Leo Conservancy Rd., London, E8.

## Medical representatives

Disto Products Limited, an important affiliate of a world wide pharmaceutical house, have vacancies for salesmen in the following areas: London North and Central Yorkshire West Riding Coventry and Warwickshire Bedfordshire and Hertfordshire

Applicants should be aged between 25 and 35 and must possess a minimum of 2 A Levels in science subjects. A degree or teaching diploma would be an added advantage. Most of our existing management team began their careers as salesmen, therefore these vacancies represent an outstanding opportunity for later advancement to marketing management. The successful candidates will join a training course early in January 1972. By industry standards, the negotiable salary and the associated fringe benefits are second to none. A Corning 1800i Saloon is provided for business and private use. The first step towards this progressive career will be to write for an application form to:—

The Personnel Manager, Disto Products Limited,  
Fleming Road, Speke, Liverpool L24 9LN

## EXPORT AREA MANAGER

R.E.P., Britain's leading Bearing Group, has a vacancy for an:

For — Spain — Portugal — Latin America

The ideal candidate will be between 25 and 35 years of age with at least 2 years' experience in selling a technical product in overseas markets. Fluency in Spanish essential and knowledge of Portuguese will be an advantage. Personality and selling ability are the foremost requirements, however a technical background will be an added advantage. The successful candidate will be based at Ferrybridge, Yorkshire, and will spend at least 50 per cent of his time in his territory. Written applications to the Personnel Manager.

Ransome Hoffmann Pollard Ltd.  
TRANSMISSION BEARINGS DIVISION

## METROPOLITAN WATER BOARD STUDENT APPRENTICESHIPS

(Civil, Mechanical or Electrical Engineering)

Places have been reserved at The City University for those people who wish to read for a B.Sc. (Hons.) in one of the above Engineering fields, and who intend to make engineering their career. Entry will normally be restricted to those applicants who are over 18 but not older than 20½ on 1st September, 1972, and who possess 5 G.C.E. passes, including 'O' level English and a grade D pass at 'A' level in physics, or a grade C pass in physical or engineering science, together with a grade D pass in pure or applied mathematics or a Grade C pass in mathematics (pure and applied). The course will be of five years' duration with all expenses paid by the Board. Salary according to age £965-£1,407. On obtaining the qualification, promotion to the position of engineering assistant will follow and increased salary together with the necessary practical experience for election to corporate membership of the appropriate professional engineering institutes. Application forms and further details from:—

Establishment Officer,  
Metropolitan Water Board,  
New River Head,  
Rosebery Avenue,  
London, EC1R 4XP. Ref. DT/21

## UNITED LEEDS HOSPITALS PROJECT MANAGER

a new Teaching Hospital and Medical and Dental School at Leeds, costing over £25 million over a period of 15 years. The person appointed will assist in policy formation, manage all aspects of the project on behalf of the Project Directors and the Joint Planning Committee, ensure that all objectives of the project are achieved and act as the "clients" formal channel of communication in dealings with architects, contractors and consultants. Applicants should have suitable qualifications and experience in construction planning, ideally including major hospital developments and candidates from within and without the Hospital Service will be considered. Salary scale 24-£5,488-£4,266. Application forms and job description may be obtained from the Secretary to the Board, The General Infirmary, Great George Street, Leeds, LS1 3EX, which should be returned by 12th November, 1971.

## CITY OF EDINBURGH

Estates Surveyor's Department

## TERRIER OFFICER

£2,055-£2,283

Applicants are invited for the post of Terrier Officer in a newly formed Estates Services Section of the Department. The successful applicant will be responsible for the financial, administrative and subsequent maintenance of all properties under the Corporation's control in the City of Edinburgh. The successful candidate must be a competent draughtsman, familiar with all aspects of estate and conveyancing law, and be able to handle all aspects of the job. A salary of up to £2,283 will be payable in respect of removal expenses. Applications should be sent to the City of Edinburgh, 100 George Street, Edinburgh, E.1.

## ARCHITECTURAL SALES

A first-class opportunity has arisen for an energetic and capable sales representative to join the Architectural Sales team of an international company, marketing a range of top quality products. The successful applicant will be aged 25/40 with experience of selling to architects and other specifying authorities. He will be a self-starter, smart, adaptable and fully capable of working on his own initiative. There is an attractive salary and bonus a company car, and three weeks' annual holiday. This is a permanent and progressive position for a first-class ambitious salesman. The territory is part of London and Southern Counties. Apply in first instance with details of career to date to A.S.1826, Daily Telegraph, E.C.4.

## WORK IN THE SUN WITH SOUTH AFRICA'S LARGEST CONSTRUCTION GROUP.

The Roberts Construction Company (Pty) Limited

## SENIOR BUILDING ESTIMATORS SENIOR CIVIL ESTIMATORS QUANTITY SURVEYORS

- \* Excellent salaries by negotiation.
- \* Group Pension Scheme.
- \* 30 days leave per year.
- \* Govt 20% and 10% gratuity.
- \* E.L.C. (South Africa) bank rates.

Please submit a resume, with qualifications, and your request for an application form to:—

Miss E. P. Fothergill,  
The Roberts Construction Company (Pty) Ltd.,  
C/o Moore Stephens & Co., Buntingford House,  
Buckingham, London, E.C.4.

## ROME OFFICE - PRISON DEPARTMENT SENIOR OCCUPATIONAL THERAPIST

Qualified Senior Occupational Therapist (working single-handed) required at H M Prison, Grendon, near Aylesbury, Bucks. Grendon is a psychiatric prison with a Medical Superintendent/Governor in charge and in addition to dealing with inmates with mental health problems also provides facilities for general and cosmetic surgery. Salary scale £1,194 to £1,557 for not less than three years' experience after qualifying as Occupational Therapist; minimum of scale offered for less than three years' experience, plus £92 environment allowance and £48-50 per annum inconvenience of locality allowance. Post superannuable under Health Services Superannuation Scheme. Annual leave allowance of four weeks rising to four and one half weeks after 10 years' service, plus six days public holidays. Write for application forms to Home Office, Prison Department (R 1016 VDC), Portland House, Stag Place, London, S.W.1.

## ELECTRICAL ACCOUNTS MANAGER

Our client, an international company in the electrical contracting field, they are seeking an experienced man to fill this senior executive position, which carries responsibility for the control of their electrical accounts. The man appointed, will have several years' experience in the negotiation and agreement of terms and final accounts at a senior level. He should be able to control a team of men engaged on this work and be capable of developing those who will be working under him. This is a most important role and the salary to be paid will reflect this. The position is London based and a car goes with the job. Please write quoting Ref. EAM giving details of career to date to: The Senior Consultant, 24 Gilbert Street, London, W.1. Striking in a covering letter any company you do not wish your application to be passed to.

## GROUP TRAINING OFFICER

Leicester Double Jersey Knitting Industry Training Group

We need an experienced Training Officer who can take up the challenge of diagnosing training needs, recommending improvements and co-ordinating training for a number of Jersey Knitwear Manufacturers who have joined together to form a group training scheme. The successful applicant will be based at an office in Leicester and a car is provided. The salary range is £1,650 to £2,500 per annum and starting salary will depend upon qualifications and experience. Experience of the knitting industry is desirable but not essential. For further details and application form, contact: The Chief of Training, Knitting, Lace and Net Industry Training Board, 4, Hamilton Road, Nottingham, NG5 1AU.

## SALES REPRESENTATIVE

Leading suppliers of Accessories to the Motor, Radio, Electrical and Allied Trades, wish to appoint a high calibre Sales Representative for the area of Oxfordshire, Berkshire, Bedfordshire, Hertfordshire, Berkshire, Cambridgeshire and Middlesex. This is a permanent position offering scope for advancement to the man with the ability and drive to succeed in a competitive, expanding market. Remuneration by salary, expenses, and commission provides earning potential of £2,000 p.a. There is a non-contributory pension scheme available after establishment. Applicants who must be modern car-owners, should apply in writing to:—

SIRAN LIMITED,  
BOVE PARK VILLAS,  
BOVE, SUSSEX, BN1 6XK.

## MARKETING MANAGER PRE-FINISHED METALS

Applications are invited for the above newly created position. The man appointed will be a dynamic, energetic, professional and a comprehensive range of paint, lacquer, plastic and PVC film finishes, on all base metals. Applicants, between 25-40 years, should preferably have a marketing background of coil coating or experience in the paint, steel or aluminium industries, although this is not essential. An excellent starting salary, Company car and benefits commensurate with this senior position will be offered. Please apply with full details of career to date to the Sales Director, Gated Strip Limited, Brockhurst Works, Bewcol, Walsall, Staffs.

## REPRESENTATIVE

Southern England Essex London

An interesting and rewarding post is available to the successful applicant for a number of Engineering Selling Agencies. You must be confident that you can sell engineering products at a high level and are qualified to sell into post-Age 25-45. We can offer excellent prospects with good salary, company car, expenses, free life insurance and contributory pension scheme. Write giving details to E.S.1824, Daily Telegraph, E.C.4.

## TRAINING INSTRUCTOR MECHANICAL

A vacancy has arisen for a further Training Instructor (Sales & Service) Mechanical, to give instruction on all the Company's products to Lancer Boss Customers and Agents' Service Engineers, and other Company employees as required, i.e. Sales Personnel.

In some instances it may be necessary for these duties to be undertaken overseas.

The position entails involvement in the preparation of training aids, evaluation of competitors' equipment, helping in the maintenance of a technical Commercial Library. When competent the Training Instructor will also assist in the preparation of lectures.

The following qualifications are desirable—

- Lecturing experience.
- Apprenticeship plus H.N.C. Mechanical.
- Experience of all types of IC Engines, Transmissions, Steering Systems, Hydraulics, and generally Automotive Electrics.
- Experience in programmed learning writing would be an asset.
- Ability to speak a continental language would also be an asset.

The successful applicant will earn a salary in the region of £2000 per annum with Pension and Free Life Assurance benefits and first class working conditions in a new training complex.

Assistance with re-location will be given, where necessary.

Write, in the first instance, to:—



Mr. E. H. Hallam, Group Personnel Manager,

**LANCER BOSS**

GROVEBURY ROAD, LEIGHTON BUZZARD, BEDS.



## TRANSMISSION ENGINEER

**THE EAST AFRICAN POWER & LIGHTING COMPANY LIMITED** who operate the Public Electricity Supply system throughout Kenya requires the services of a qualified and experienced Transmission Engineer to be responsible for the organisation of maintenance of Transmission Lines Bulk Supply and Primary sub-stations in association with the Chief Control Engineer and the Electrical Plant Engineer.

He will be intimately involved with system development, planning and execution of works from 33/11 kV rural primary sub stations to 275 kV Transmission Lines and sub-stations. He will be based at the Head Office and will report direct to the Chief Engineer Distribution. No age limits are imposed. The successful applicant will be required to start in January 1972.

**KE£3,587 to KE£4,712 p.a. (£ Stg 4,185/£ Stg 5,500 p.a.)**

Terms of Service will be on a 4 year contract basis renewable by mutual agreement, with generous paid Overseas and Local leave. Cash emoluments quoted INCLUDE basic salary and a 25% gratuity. Family air passages, rent-free accommodation with basic furniture, refrigerator and cooker are also provided, together with generous medical cover, children's education allowances and a Settling-in Grant.

Applications stating age, qualifications and experience should be sent by 30th October to The London Secretary,



**The East African Power & Lighting Co. Ltd.**  
Management House (6th Floor), Parker Street, London WC2B 5PS.

## Industrial Relations Officer

Salary within range  
**£3,680 - £4,520 p.a.**  
+ £150 p.a. London Allowance

Applicants are invited preferably from mature men of proven ability for the London-based position of Industrial Relations Officer with the Board which operates in ports in the U.K. The successful applicant will be responsible to the Chief Personnel Manager for the implementation of the Board's personnel policies in respect of Manual and Supervisory staff and for executive work supporting negotiations with Trades Unions at national level on terms and conditions of service of these staff. He will be required to advise on industrial relations matters generally and assist in the formulation and implementation of forward looking and progressive policies to secure the effective use of labour. The man appointed will be capable of original thought and experienced in Job Evaluation techniques and will be called upon to make frequent visits to the ports to assist and advise on specific local industrial relations matters. Applicants should telephone 07-486 6621 Extension 6287 or write to the Chief Personnel Manager, British Transport Docks Board, Melbury House, Melbury Terrace, London, W1V 6JW. Application form, quoting reference DT/67.



**A Nationwide Ports Service**

WELL KNOWN COMPANY IN THE GARMENT INDUSTRY IS LOOKING FOR A

## SPECIAL SALES MANAGER

Located in Brussels, travelling extensively, he will be selling special goods outside Europe.

The candidates should have some experience in garment merchandising, be + 35 years old, and speak English, French and if possible German. A commission on sales will be added to the salary.

Please send detailed C.V., in English, to: Universal Media-123, chée de la Hulpe-1050 Bruxelles-BELGIUM, who will transmit under ref. DT. 257.

## PARTS BUYER

A vacancy exists in the London Buying Department of a well-established company which has large commercial interests overseas.

We are looking for an intelligent young man, aged between 18 and 22 who has been educated to "A" level standard to be trained as a buyer of machinery parts. A higher qualification such as H.N.C. would be an added advantage and also capacity for hard work. Some experience of clerical duties, including the dictation of straight-forward correspondence, and the ability to get on with people are necessary for this position.

Prospects of promotion are good and the terms of service are first class, as is to be expected from a Unilever Company.

Applications should be addressed in writing to: N. Simmons, Eq., Group Personnel Department, Unilever Limited, 5th Floor, Blackfriars Road, London, S.E.1.

## STERLING CABLE COMPANY LIMITED SALES ASSISTANT

We are expanding our sales office at Aldermaston and require assistants to deal with quotations and general correspondence. Favourable consideration will be given to applicants with some experience in the electrical industry, preferably cable.

In the first instance apply in writing to: STERLING CABLE COMPANY LIMITED, BATH ROAD, ALDERMASTON, READING, RG7 5QD. TEL: WOOLHAMPTON 3221 (07-3521-3221)

## MARKETING MANAGER

Computer Software

For a well-established British computer software company. He will be responsible to the Managing Director for formulating marketing policies and revenue targets, for generating new business opportunities and for ensuring that the specialist capabilities of the company are effectively used in a planned and balanced programme of development. Candidates should be under 35 years of age, preferably graduates with at least five years' industrial experience and with experience of marketing or selling hardware, software or bureau business to computer users. Salary at least £3,500. Location London West End. Please write to D. C. Duncan, Managing Director, A.K. Appointments Limited, 29, Soho Square, London, W1A 1JG, or telephone 01-254 2576, for an application form. Please quote reference C.291DA. Your identity will not be revealed without permission.

**AK APPOINTMENTS**  
PROFESSIONAL AND MANAGEMENT SELECTION

## Chief Inspector

Elco Instruments Ltd., leaders in a number of electronic and other instrumentation fields, require a Chief Inspector to manage an "Approved" Test and Inspection Organisation; he must, therefore, have a working knowledge of "B 49" conditions. Experience in a similar post within the electronics industry, including knowledge of fault-finding on transistorised logic circuitry, is needed. Desirable minimum educational standard of H.N.C. (Electronics), or the equivalent.

This position offers excellent prospects in an expanding Company. The plant is very pleasantly situated and working conditions are good. The Company is prepared to assist with re-location expenses. Preferred age 30-50. A deputy chief inspector wishing to improve his status may be suitable. Send summary of career to date, or telephone for interview, to Personnel Officer.

ELCO INSTRUMENTS LTD., Southend-on-Sea, Essex SS2 6PS. Telephone: Southend-on-Sea 30851 (0702 30851)

## PRINTING SALES EXECUTIVE

A vacancy has occurred in a medium sized firm of Letterpress printers, who are looking for a sales and exhibition oriented person to help in the expansion of their business. The successful candidate will be responsible for the sale of their products to the general public and will be required to travel extensively. He should have a minimum of 5 years' experience in a similar position. He should be a graduate or have a minimum of 2 years' experience in a similar position. He should be a graduate or have a minimum of 2 years' experience in a similar position. He should be a graduate or have a minimum of 2 years' experience in a similar position.

Applications in writing to P.S. 18358, Daily Telegraph, E.C.4.

## City of Leicester Assistant Director (Administration)

£3,621 - £4,071

This new post has arisen following the re-organisation of the Education Department. The holder will be key figure at third tier level responsible to the Deputy Director of Education for the performance of the administrative organisation. He will manage the following main teams with assistance from a Chief Administrative Officer: Central Services, Personnel, Expenditure Control, Pupils and Students, School Meals, Supplies, and Buildings Equipment and Maintenance.

An appropriate professional qualification and/or a qualification in Business and Management Studies is essential. Relevant experience would be a distinct advantage.

Housing (or lodging and travel allowance) may be available, plus removal expenses.

Full details and application forms (to be returned by 1st November), from:—

Director of Education, Newark Street, Leicester. (Tel: 23881 Ext. 28)

Please quote Reference 565/DT.

### TECHNICAL LONDON OFFICERS

**THORN**

Responsible to the Chief Quality Engineer, the Technical Liaison Officer will monitor product quality at customer level. These interesting appointments should appeal to Technical staff already engaged in the domestic appliance or Quality Control field.

Applicants must be mobile and able to communicate with customers and agents at all levels. There are two appointments available, one in the South and the other in the North. Applicants should apply by writing in the first instance, giving full career details and present salary, to:—

**NORTHERN APPOINTMENT:** The Personnel Manager, Thorn Electrical Industries Limited, Springmoor, Co. Durham.

**SOUTHERN APPOINTMENT:** The Personnel Manager, Thorn Domestic Appliances Limited, Morrison Avenue, Brimsdown, Middlesex.

We would very much like to consider your application in more detail very soon. Introduce yourself to us by sending only brief details of your education and experience in confidence, to:—

F. J. Merriman, Sales Manager, F. J. Merriman Limited, Haywards Heath, Sussex.

### EXCHANGE & MART

Continued expansion and development within EXCHANGE & MART (a division of the Link House Group based at Croydon) has created a need for two additional executives:—

**ADVERTISEMENT SALES MANAGER**

This position offers enormous scope for an experienced advertisement sales executive. He will probably be between the ages of 25-35 and will have a first class sales record.

**PRODUCTION MANAGER**

This man will be a skilled administrator/organiser. He will have an eye for detail and yet be able to take a broad view. He will probably be in the 28-40 age group and current responsible for production in a busy publishing office.

These are both key management positions. If you fit one of them telephone Len Hummings' secretary (01-686 7181) for an application form as soon as possible.

### WEST INDIES

Applications are invited for:—

(i) General Manager, (ii) Accountant

Monserrat Development Finance and Marketing Corporation, Eastern Caribbean

(i) General Manager—experience at management level of agricultural marketing, crop financing, etc. Negotiable salary £2,500 per annum on 5 year contract.

(ii) Accountant—A.C.C.A. degree in accountancy or equivalent. Negotiable salary £1,450-£2,125 per annum on 2 year contract.

Tax free gratuity 25% of total salary for both posts. Closing date 28th October, 1971.

Apply: EASTERN CARIBBEAN COMMISSION, Kings House, 10, Haymarket, London, SW1X 4DA. Tel: 01-330 7902.

### DIGBY STUART COLLEGE — R.C. COLLEGE OF EDUCATION

Applications are invited for the appointment of

**ACCOUNTANT AND ASSISTANT ADMINISTRATIVE OFFICER**

In addition to accounts, book-keeping and inventory work the appointment requires assisting with the collation of annual estimates and the carrying out of college administrative and maintenance duties. SALARY in the region of £2,000 + London allowance of £105 per annum. Write, giving personal details and experience, together with the names of two referees, who are willing to make personal and professional enquiries, to:— R. H. Administrative Officer, Digby Stuart College, Roehampton Lane, S.W.15.

Closing date for applications 29th October, 1971.

## Electronic Engineers



You'll travel a long way...

## with Crosfield Electronics

We manufacture and market a range of complex special purpose analogue and digital equipment for the world's printing industry. We need electronic engineers to install, commission and service our equipment in many locations, including North and South America, Tokyo, New Zealand, Sydney, Eastern and Western Europe.

We pay liberal expenses when working away from London. £5 to £14 a day, seven days a week depending upon location. We offer a starting salary from £1750 commensurate with experience and qualifications, three weeks' holiday, pension and sickness schemes.

We also have a number of vacancies for Final Test Engineers with career opportunities for the right men. We will provide the special training if you have the experience in analogue and digital techniques.

Telephone or write for an application form or send full details of your qualifications and experience to the Personnel Manager, Crosfield Electronics Limited, 766 Holloway Road, London, N19 3JG. 01-272 7786 ext 222.

A leading and well established manufacturer of woven and printed Textile Garments Industries offers permanent and progressive appointments.

### REPRESENTATIVES

In London, the Home Counties and South East West of England. Applicants within the range of 25-35 must consider selling a career as well as a job. They must be able to adapt to rapidly expanding conditions. Previous experience of the commodity an advantage but not essential. High earning potential (Salary and Commission). Write giving full personal and career details to A.L. 18524, Daily Telegraph, E.C.4.

### CONSULTING ENGINEERS CIVIL

requires a SENIOR ASSISTANT QUANTITY SURVEYOR

for both building and civil engineering work on a major project in the East of England. Applicants should be graduates with a minimum of 5 years' experience in quantity surveying. Write in confidence giving details of qualifications and salary requirements to:— Mr. C. Mitchell & Partners, 15, St. Paul's Churchyard, London, E.C.4.

## Medical Representatives



Bayer Germany is one of the world's foremost pharmaceutical manufacturers. FBA Pharmaceuticals Ltd. is the subsidiary Company in the U.K. and plans growth and expansion through the 70's. We are already well-established in this country and now invite applications from men who would like to join us in our next growth phase. A training course is planned for January, 1972. Preliminary interviews, for suitable applicants will be arranged at a number of local venues early in November.

You might be just the man we need if you are already experienced within the pharmaceutical industry in selling to GPs, hospitals and retail/wholesale chemists, and perhaps feel that your own career needs the challenge we can provide. If you do not have this specialised experience but have a proven sales record in an allied field and a good educational background (5 "O" levels, ideally including science subjects), we would like to meet you to discuss your prospects too.

Rewards for doing what is a most satisfying and prestigious selling job with us are a competitive salary, bonus scheme, pension, free life insurance, pension scheme, BUPA membership, three weeks' holiday, a company car, with generous business expenses and allowances.

We hope you will feel well-qualified and keen to join us on one of our vacant territories, which are: London—North (parts of) Oxford and Berks; London—South (parts of) Bournemouth pt. Hants, Beds, Cambs Bournemouth pt. Wilt; Nottingham and pt. Lincs Liverpool pt. only, the Wirral and Chester; Oldham, Ashton and North Cheshire.

We would very much like to consider your application in more detail very soon. Introduce yourself to us by sending only brief details of your education and experience in confidence, to:— F. J. Merriman, Sales Manager, F. J. Merriman Limited, Haywards Heath, Sussex.

## RECORD MERCHANTISERS LIMITED ASSISTANT CHIEF ACCOUNTANT CREDIT CONTROL MANAGER

A dynamic marketing organisation in a fast moving consumer product field with substantial backing from industry leaders requires the above additional senior staff due to rapid expansion. Brief job specifications are as follows:—

1. Assistant Chief Accountant—age 23-28. Salary £2,000 to £2,500 p.a. Qualification—A.C.C.A. or final student. Experience—Professional or commercial experience in a financial accounting environment. Experience of computerised records would be an advantage. Responsible to the Chief Accountant for the preparation of budgets and forecasts, cash flow forecasts, monthly and annual financial accounts and for the control of a small accounts department.

2. Credit Control Manager—age 30-35. Salary approximately £2,000 p.a. Experience—Wide experience of operating the credit control function in relation to supplies to the retail trade including correspondence with debtors. Experience of computerised records would be an advantage. Responsible to the Chief Accountant for the establishment and operation of credit limits, reconciliation of debtors' accounts, follow-up and collection of outstanding accounts.

Both positions will be located at Hayes, Middlesex. Pension fund and life assurance benefits. Reply, giving full details of age, experience and present salary to:— D. S. Bishop, C.A., Chief Accountant, Record Merchandisers Limited, Clayton Road, Hayes, Middlesex.

## SENIOR SALES REPRESENTATION

(a) S.W. Lancashire and Merseyside, and (b) Midlands.

A large private Bolton company established over 100 years requires a sales representative to be based in the Midlands within 25 miles of Leicester. They must be able to sell at a high level to industry and local authorities. These are important progressive positions demanding the highest integrity, enthusiasm, loyalty to company and customer and ability to work on one's own initiative with the minimum of supervision. The persons to be engaged should be of good education and between 25 and 35. They will be given approximately three months' training in the company's products which are acknowledged leaders in their field. A technical qualification or background though not essential would be advantageous.

Appropriate salary dependent upon ability and experience will be negotiated; a company car is provided and a pension scheme is in operation. First interviews will be held in Liverpool or in Leicester, as appropriate.

Applications should be made in strict confidence to:— Whelan & Sudworth (Chartered Accountants), 21, Westgate, Huddersfield, HD1 1PA. Envelopes should be marked 'S.S.R.'

## CIVILIAN INSTRUCTOR GRADE III TELECOMMUNICATIONS OPERATING (L & R)

Three posts exist for men with a thorough knowledge and experience of the Trade, able to read Morse at a speed of 25wpm and operate a teleprinter at 35 wpm. A sound knowledge of radio theory is essential and a knowledge of service procedures is desirable.

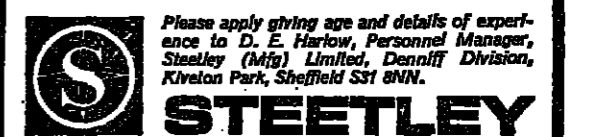
Previous teaching experience is desirable but not essential as training will be given. Selection by trade test and interview. Starting salary £1,265 at age 21; £1,719 at age 30 or over, rising to £1,960.

Prospect of pensionable employment and promotion. Write for application form to: Commandant, Army Apprentices College, Harrogate, Yorkshire, HG3 1RT. CLOSING DATE: Wednesday, 27 October, 1971.

## Regional Technical Managers

### READY MIXED CONCRETE

The Steetley minerals and chemicals group with worldwide sales in excess of £65 million have vacancies for two Regional Technical Managers for the Denbigh Division of the Company. The Denbigh Division is rapidly expanding in the quarrying and ready mixed concrete industries and possesses plants and installations throughout the country. These vacancies exist in the Midland Region (Rugby) and Yorkshire & Humberside Region (Leeds). The man appointed, who will report direct to the respective Regional Manager, will be responsible for overall technical control of the region. They will recruit and train all technical personnel and be expected to provide a comprehensive technical service for Regional Management. Suitable applicants will probably have spent at least five years in the ready mixed concrete or allied industry and preferably have detailed knowledge of the B.R.M.C.A. Authorisation Scheme together with an understanding of the latest quality control and testing techniques. These vacancies will attract men with proven organisational ability who wish to further their career with a progressive, expanding company. A generous salary is offered and a company car provided. Other benefits include superannuation and free life assurance.



Please apply giving age and details of experience in D. E. Taylor, Personnel Manager, Steetley (Mk) Limited, Denbigh Division, Kiveton Park, Sheffield S21 8JN.

## Export Sales Area Manager

The Company, part of a well-known British Group servicing the agricultural industry, has successfully developed a new system for storing feed crops and rapidly expanding sales particularly overseas. The job, which will be based at the company headquarters in East Anglia, is to actively promote sales and provide a close contact with distributors in Germany, Italy, Austria and possibly one or two far eastern territories.

Candidates should have some knowledge of animal nutrition and preferably experience of selling on the Continent. Good German is essential, with preferably some Italian.

This is an attractive opportunity for a young man with drive and ambition who likes to travel. Starting salary up to £3,000 plus up to 50% bonus. Preferred age 25/28.

Please apply in the strictest confidence quoting reference number 1288 to Clive and Stokes, 14, Bolton Street, London, W1Y 8JL.

## Clive & Stokes

## SPECIALITY SALESMEN

We require experienced salesmen to sell our wide range of exotic radio parts. Experience in the Birmingham, Coventry, Warwickshire and Shropshire areas.

Applicants should be between 30-45 years of age, hold "O" levels or their equivalent in Maths and English, be car owners and live within 100 miles of Birmingham. At least 5 years' experience in speciality selling is essential and an interest in electronics and radio communications would be an asset.

Excellent salary, commission, bonuses, expenses and career prospects. Please write for an application form to:—



The Personnel Manager, Mullitone Electric Co. Ltd., 10-28, Underwood Street, London, N.1.

## Blundell-Permogiaze Ltd. CREATIVE TECHNOLOGIST

We require a Group Leader to take charge of a small section engaged in extending the Company's technical expertise into new and related fields. He should have had a sound academic training in at least one scientific discipline and be in the age group 30-45 years. He should be capable of appreciating the technical requirements of the market and possess the ability to combine his own extensive technological experience and the Company's skills in plant formulation and manufacture to develop new processes and products which will play their part in ensuring the planned vigorous growth of the Company. A knowledge of plant technology is not essential but the applicant's industrial experience should have been preferably obtained in a science based industry serving the building or related markets. Apply to:— C. C. Meil, Esq., Director of Corporate Planning, Blundell-Permogiaze Ltd., Seelches Lane, Hull, HU8 1RT. Tel: 0482 4121.

### BRITISH WEST INDIAN AIRWAYS, TRINIDAD

Applications from nationals of Trinidad and for the following vacancies in their Engineering Maintenance Departments at Piarco Airport, Trinidad:

#### AIRCRAFT MECHANICS

One of the following:  
A.A. Airframe and Powerplant mechanic rating, national Technician's Certificate in mechanical engineering or formal training in mechanical engineering.

Candidates with GCE "O" levels in Mathematics, Physics, English and who have an aptitude for mechanical work will be considered.

At least three years' practical experience in an engineering or aircraft industry.

#### DIO/ELECTRICAL/INSTRUMENT TECHNICIANS

Candidates should be in possession of at least one of the following:  
O.N.C. in electrical engineering.  
Evidence of formal training in Radio, Electrical and Instrumentation.

Candidates with GCE "O" levels in Mathematics, Physics, English and who have an aptitude for electrical work will be considered.

At least three years' practical experience in engineering or aircraft industry.

#### FOUND EQUIPMENT MECHANICS

Candidates should be in possession of at least one of the following:  
National Craftsmen Certificate (Auto and Diesel).  
Education to VII Standard.  
Experience in servicing and maintenance of Petrol and Diesel engines.

#### TECHNICAL INSTRUCTOR

One of the following qualifications:  
H.N.C. Electronics.  
Category X.R. ABB Licence.  
Category A and C B.E. Licence.

At least three years' aircraft experience and one year's teaching experience is required.

Salary in all cases is negotiable.  
Applications in writing only to:  
B.W.I.A. International,  
16, Maddox Street, London, W1B 5PL.

### PRODUCTION + R & D

up to £2,500 p.a.

This is a NEW appointment in a small but expanding company situated in the Manchester area who design, develop, manufacture and market a range of high quality special purpose electronic instruments. The company has a progressive management with positive ideas and the growth prospects are excellent. Initial salary is up to £2,500 p.a. plus non-contributory pension scheme. Preferred age 30-35.

The Production Manager will be responsible to the Managing Director for the overall control of the production function, and he will be expected to introduce production systems, controls and methods, ensure adequate inspection and generally supervise the works personnel. He will also control and be expected to lead the R & D department.

It is essential to be experienced in R & D and production engineering, preferably with line management, experience in electronic and mechanical instrumentation engineering. He must be conversant in production control and production engineering techniques, with knowledge of quality control. An H.N.C. qualification would be desirable.

Nothing will be disclosed to our clients until permission is given by candidates. Please write briefly quoting Reference Number 4946 to:

**Ashley Associates Ltd**  
PETER HOUSE, MANCHESTER M1 5BB  
and at 46 St. James's Place, London S.W.1.

### SALES EXECUTIVE

CAPITAL EQUIPMENT  
—around £3,000 p.a.

This is a new and challenging appointment for a public Company in the North West who are leaders in their field. They design and manufacture specialist machinery which is sold in the U.K. and overseas. Initial salary will be around 3,000 p.a. plus bonus, plus car.

The Sales Executive will be responsible to the Director for expanding business in the U.K. and overseas. He will deal with initial enquiries, and advise customers on all aspects of their requirements, liaise with design, negotiate contracts at all levels and he will advise on new areas of business.

It is essential to have a technical background, and to have had sales negotiation experience of capital equipment, possibly associated with mechanical handling, design experience, a technical qualification and knowledge of a foreign language would be of value. Previous experience is an advantage.

Above all, personal qualities must be outstanding. Nothing will be disclosed to our Client without prior permission from Candidates. Please write briefly, quoting Reference Number 4958, to:

**Ashley Briefing Service**  
PETER HOUSE, MANCHESTER M1 5BB  
and at 46 St. James's Place, London S.W.1.

### PRODUCTION MANAGER

For an established non-ferrous metal refining Public Company in the Midlands. Salary (with non-contributory pension scheme) will be negotiable in a range attractive to those now earning at least £3,000 p.a. and a company car will be provided. There are excellent prospects. Preferred age 35-45.

The Production Manager will be responsible to the Managing Director for the efficient operation of the shop floor which produces aluminium die-castings and alloy ingots for the foundry trade.

Previous experience over several years of melting and refining of non-ferrous metals is essential. The management of a work force, and technical qualification would be an advantage.

Nothing will be disclosed to our clients until permission is given by candidates. Please write briefly quoting Reference No. 4954 to:

**Ashley Associates Ltd**  
PETER HOUSE, MANCHESTER M1 5BB  
and at 46 St. James's Place, London S.W.1.

### SALES EXECUTIVE

PLASTICS MATERIALS  
with a growth public company marketing a wide range of raw materials for the plastics industry.

## Senior appointment Process Design Consultant/ Supervisor LNG Plants.

Pritchard-Rhodes have a vacancy for a very senior position in Process Design of Cryogenic Plants.

A thorough theoretical knowledge of cryogenic processes, especially natural gas liquefaction, as well as extensive experience in Commercial Plants design combined with practical experience in LNG plant operation, are essential.

We will naturally expect to pay a high salary for this job.

Please write giving brief resume of qualifications, career and experience to:  
Mr. R. H. Paterson,  
Employee Relations Manager,  
Pritchard-Rhodes Limited,  
Pritchard House,  
257/258 Tottenham Court Road,  
London, W1P 9AD.



A Subsidiary of International Systems & Controls Corporation

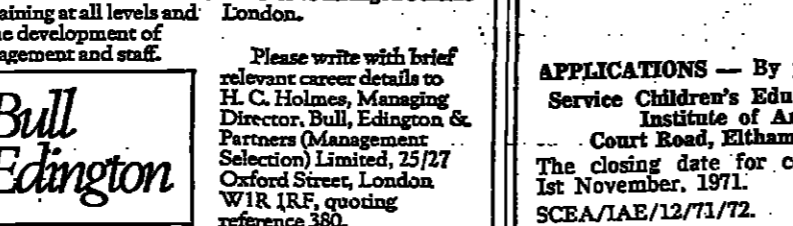
## Supermarket Supervisory Management

Our client is a national British supermarket giant with a thoroughly impressive growth record and an exciting development programme well under way for the first half of the '70's. This expansion gives rise to a number of vacancies for Supervisors in certain key trading areas both in England and in Scotland - some of which will have to be filled from outside the company.

A Supervisor is responsible for all aspects of sales development and the profitable growth of some 8-12 supermarkets, whose managers report directly to him. Stores range from 2,000 to 15,000 square feet and include modern high standard food retailing, or, already holding a Supervisor's position but seeking the opportunity to join a company with a more dynamic track record and a faster growth potential.

Applicants are assured of the strictest confidence. Interviews arranged outside London.

Please write with brief relevant career details to:  
H. C. Holmes, Managing Director, Bull Edington & Partners (Management Selection) Limited, 25/27 Oxford Street, London W1R 1RF, quoting reference 350.



### Hulland

A Charcon Company

#### A SALES REPRESENTATIVE FOR EAST LANCASHIRE.

This highly successful Company, which is one of the largest manufacturers of hydraulically pressed concrete slab, kerb and edging in the British Isles, requires a Sales Representative for the above area.

Applications are invited from experienced and successful Salesmen in the age group 27-37. Experience in selling in the Building and Civil Engineering industry would be an advantage.

A substantial basic salary will be offered and with monthly bonus potential earnings are well in excess of £2,000 per annum.

Please write, giving details to:  
Frank Webster, Northern Sales Manager,  
Hulland Products Limited, Hulland Ward,  
Derby D56 3BT.

### PROJECT MANAGERS

We wish to recruit two PROJECT MANAGERS to join the largest subsidiary Company of the Group. This Company is based in West London and its activities are normally within a 20-mile radius of the Capital.

Candidates will have a number of years proven experience of profitable management of £ multi-million contracts.

Our policy recognises the vital importance of this level of construction management and commensurate salaries will be paid in the range of £3,500 per annum plus attractive staff benefits. Planned Company expansion will provide excellent prospects and scope for men with the ability to progress towards Board Management.

Please write in strict confidence, with detailed summary of experience to:-  
Box No. PM 520,  
WALTER JUDD LIMITED,  
(Incorporated Practitioners in Advertising),  
1a Bow Lane, London, E.C.4.

### Watford circa £3,000 YOUNG CHIEF ACCOUNTANT

for a distribution company

A ground floor opportunity in a dynamic, expanding organisation. We require a young, qualified accountant for the post of Chief Accountant with our newly formed subsidiary. The work involves the responsibility for the financial and management accounts of our distribution centres and the setting up and control of reporting, budget and control systems. Experience with a chain of cash and carry depots or retail shops preferred. A salary of around £3,000 is offered and additional benefits may be available based on performance.

Write or telephone for application form to:-  
Mrs Linda Russell,  
HOLIDAY MAGIC (GREAT BRITAIN) LIMITED,  
Greenhill Crescent, West Watford, Hertfordshire.  
Telephone: Watford 27563.

### PRODUCTION MANAGER DESIGNATE GLASS BOTTLES AND CONTAINERS

Lax & Shaw require a successor to their Production Manager, who will retire within 18 months. Successful candidates will be conversant with all aspects of automatic glass bottle production. Managerial experience desirable. Salary negotiable, contributory pension scheme.

Write, giving details of career to date, to the Managing Director,  
LAX & SHAW LIMITED,  
South Accommodation Road,  
Leeds LS10 1NQ.

## HEAD OF ENGINEERING LONDON

Our Client, a leading design procurement contracting Company in the refinery, chemical, petro-chemical and mechanical plant field, wants a man to be responsible to the Deputy General Manager for the management of engineering services.

He will work closely with Senior Project Managers, providing technical, design and specialist services as required to ensure the successful engineering of major projects and will be responsible through departmental Managers for the activities of some 400 people. The man appointed must have had depth experience of project management and possibly field construction with either a leading contractor or operating company. Ideally, he will have a good engineering degree and be either a member of the mechanical or chemical engineering institutes.

REWARD: Salary starting to £10,000 with good fringe benefits, etc., etc.

Apply in confidence. Ref. 105/249.

### Hales & Hindmarsh Associates Ltd.

Century House, 30/31 Jewry Street, Winchester, Hants. Telephone Winchester 66699

## ETHICON

### HOSPITAL REPRESENTATIVE

ETHICON LIMITED IS

- (1) The universally accepted leader in the field of surgical sutures and ligatures
- (2) A well established, yet progressive, expanding and exciting company
- (3) Looking for a man of the highest calibre for S.W. London and Surrey

Initial salary is negotiable but will certainly be higher than average. We offer a prestige company car and benefits and promise the highest job satisfaction.

#### IF YOU

- (A) Are between 25 and 40
- (B) Are of good appearance and personality
- (C) Have a good education
- (D) Have a medical or selling background

write for an application form to:-

Manager of Personnel Services  
Ethicon Limited  
Bankhead Avenue  
Sighthill Industrial Estate  
Edinburgh EH11 4HE

## BADGER LIMITED

PETROLEUM AND CHEMICAL PLANT CONSTRUCTORS AFFILIATE OF BADGER CO. INC. CAMBRIDGE, MASS. U.S.A.

### SEEK TO EMPLOY A MECHANICAL ENGINEER

IN OUR MAIDSTONE OFFICE

Candidates should have experience of Rotating Equipment such as pumps and compressors used in Petroleum and Petrochemical Plants together with a minimum of four years experience in the preparation of specifications and selection of equipment. Preference will be given to those holding a degree or membership of a relevant institution, minimum qualification H.N.C.

OUR BENEFITS INCLUDE:  
■ High progressive salaries  
■ Paid overtime and meal allowance  
■ Service Salary Supplement  
■ Three weeks' holiday  
■ Full sickness pay for twelve months  
■ Full pay for any accident for twenty-four months  
■ Free Life Assurance twice times annual salary  
■ Widows and Orphans pension scheme  
■ Modest contributions to generous pension scheme  
■ Luncheon Vouchers

Apply in confidence to:  
Mr. A. H. Bayliss,  
Personnel Manager,  
Badger Ltd., Alkwyck House,  
Alkwyck, London, WC2B 4EX.  
Tel. 01-242 2890.

### SALES EXECUTIVE-CHEMICALS

A London based U.K. distributor of Chemical Raw Materials need a Salesman of proven ability from within the industry. Will negotiate salary plus annual bonus, etc., with candidates preferably aged 28-35. Sales ability and willingness to complement existing sales team more important than qualifications. Write S.E.18546, Daily Telegraph, E.C.4.

## COMMON MARKET OPPORTUNITY

Accountant required with an international management group located in West Germany.

The appointee will be responsible for producing and analysing business results for 14 marketing and three manufacturing European locations. Some travel will be involved.

Candidates should be qualified accountants with some computer experience, preferably mid 20s-30 and single. Knowledge of German desirable but not essential.

Commencing salary will be up to £4,800 and promotional prospects are excellent.  
Write to CH18544, Daily Telegraph, E.C.4.

## UNITED DOMINIONS TRUST

### SUPREME HEADQUARTERS ALLIED POWERS EUROPE near Mons, Belgium

requires experienced SECRETARIES & SHORTHAND TYPISTS

over 21. Good education to GCE level; secretarial certificates; at least two years' office experience; minimum speeds of 80 wpm shorthand and 45 wpm typing; French an asset. Net monthly starting salary £135; savings scheme; medical benefits; six weeks' annual paid leave plus home leave every two years; no income tax. Tests and interviews in London December, 1971. Information will be sent only to suitable applicants. Applications should be sent to FANDA-C, SHAPE, Belgium 7016.

## Management Tutor

This is a wide-ranging position with our Divisional Training team at Cowley. Reporting to the Management Training Officer, it embraces the training requirements of the eight factories within the Body and Assembly Division of British Leyland's Austin Morris and Manufacturing Group.

Responsibilities include establishing future training needs, advising departmental managers on the "tailoring" of suitable development programmes for their staff, and evaluating results.

Applicants should be at least 27, with a recognised qualification and a background of experience in engineering, line management, finance or behavioural science. An energetic, enthusiastic approach is essential.

Starting salary will be fully competitive and attractive terms of employment include a special purchase plan for British Leyland cars and accessories.

Please write with sufficient details to make an application form unnecessary, to: Mr. B. G. Steverson, Staff Recruitment Officer, Austin Morris & Manufacturing Group, Body & Assembly Division, Body Plant, Cowley, Oxford OX4 5NL.

### LEVI STRAUSS (U.K.) LIMITED

require the services of a CUTTING DEPARTMENT EXECUTIVE

Who will plan, instal and later manage a centralized Cutting Department servicing four factories with a planned output of 10 million units per annum.

Applications are invited from people with the following qualifications and/or experience.

- 1. Age around 30/35.
- 2. Presently earning at least £2,500 per annum.
- 3. Management of a high volume cutting department, preferably servicing more than one stitching unit.
- 4. Piece-goods control systems and production of information relevant to material utilization.
- 5. Technical or managerial qualifications.

The salary will be negotiable according to experience.

The position will be based in Glasgow and the Company will pay generous relocation expenses. Good fringe benefits. Telephone reverse charge or write for application form to:-  
Miss Mary Virtue,  
Levi Strauss (U.K.) Limited,  
543, Calder Street, Glasgow,  
Tel: 041-423 0986.

### Duphar Veterinary Limited

## Veterinary Representatives

This new Company in the Phillips Group will be launched on 1st January 1972 to market Duphar and Mycolam lines to the British Veterinary Profession throughout the U.K.

We wish to appoint enthusiastic and experienced veterinary representatives to the new operation offering challenge and career growth opportunities. Salary commensurate with job expectations; annual bonus; excellent benefits include comprehensive superannuation scheme.

Written applications giving brief details of qualifications and career to date should be sent to:  
Miss S. M. Mitchell,  
Personnel Manager,  
Phillips Industries,  
Berkshire House, High Holborn,  
London WC1V 7AQ.

### SALESMAN REQUIRED

for the Leics to Bucks Area

We are a young, expanding, innovating Company manufacturing and marketing a range of plastic products to the building industry.

We need an ambitious salesman, resident in the area, who will be required to devote a great deal of time and effort creating demand for our products, and will receive high remuneration and excellent prospects in return. A car and business expenses are provided.

Preferably, the man for the job will be young and have previous experience in the building industry, but above all will have the perception and ability to make the most of a genuine ground floor opportunity.

Please write briefly, giving personal and career details to:  
ECONA (G & B) PLASTICS LIMITED,  
Sealand Road Industrial Estate, Chester, CH1 4LS.  
Please mark your application ENL.

### COSTING/WAGES

Due to an internal promotion, an assistant is required to be responsible to the Head of Works and Costing Department for the routine and daily maintenance of the various aspects in operation. Proposals for advertisement are good.

Aged between 22-35, the applicant will have had experience in Costing and preferably gained qualifications up to at least the Intermediate Stage of the I.C.W.A. Experience of Works would also be an advantage.

This is a position which offers ample scope to a practical and creative man who has a logical approach to problems and a "can-do" attitude.

A competitive salary will be negotiated pending achievement of objectives. There is a contributory pension scheme together with other appropriate conditions of employment.

Apply: Chief Accountant, Wilkins Chivers & Sons Limited, Bedford, Bedford.

### COMMERCIAL SUPERVISOR-Contracts

Honeywell's Industrial Products Group is looking for a Supervisor who will be concerned with the financial aspects of substantial projects in the field of industrial process instrumentation.

Based at Bracknell, the job involves: Controlling a small team; negotiating and implementing contract conditions; recording, monitoring, controlling and analysing costs; translating engineering requirements into factory orders and programmes; working closely with engineers on the execution of complex projects.

Suitable applicants will be either qualified accountants with an interest in contractual matters and customer contact, or men with commercial experience in the contracts field as either suppliers or customers. Engineering knowledge is not necessary, as contracts engineering competence is already available. Applicants are unlikely to be less than 30 years old.

A competitive starting salary, contributory pension scheme, and the usual benefits of working for a progressive international company in an expanding industry, make this an exceptional opportunity.

Please contact: Selwyn Curney, Honeywell Limited, Honeywell House, Charles Square, Bracknell, Berkshire. Telephone: Bracknell (0344) 24855.

Honeywell

### Recently Qualified ACWA's

Up to £2,500 p.a. (Or Outstanding Finalists)

Brook Bond Oxo Limited wish to recruit two young Cost Accountants to be based at their Croydon Head Office.

Initial responsibility will be for the management of small sections handling the reporting of Production Costs to factory and divisional general management.

The successful applicants will have had relevant previous experience and will be men wishing to make a positive contribution to the Company's operational efficiency. Salary will be negotiable between £1,800 and £2,500 p.a. dependent upon experience.

Conditions of service are excellent and following satisfactory performance in this position there will be ample opportunities for promotion and for transfers to other departments within the Finance Division.

We also have openings for men in the earlier stages of qualification who would like to join the Company with a view to progressing to more senior positions in due course.

Applicants are requested to send comprehensive details of career and salary progression to date to:

Mr. P. Langston, Personnel Manager Services, Brook Bond Oxo Limited, Leon House, High Street, Croydon, CR9 1JQ.



IRLAND LIMITED Management Consultants in Human Resources 48 UPPER MOUNT STREET, DUBLIN 2

### Opportunities for Women

Fashion Retailing Dublin

C & A is an international family retail business founded in Holland in the mid-19th century. There are C & A companies now in Great Britain, Holland, Germany, Belgium and the USA and each company is largely autonomous. C & A is opening in Dublin early in 1973 and wishes to make the following initial appointments:

### Showroom Staff Supervisor

who will be responsible for the efficient supervision and organisation of the showroom staff. Supervisory experience in retailing is essential. Reference D.80754

### Administration Supervisor

who will be responsible for the provision and operation of all office and clerical services. Several years experience of developing and managing clerical staff, not necessarily in retailing, is required. Reference D.80753

The appointed candidates, aged 25 to 35, will undergo training in the UK for 9 to 12 months. Salaries will be discussed at interview. Interested candidates should write to Miss M. K. Walsh, quoting the appropriate reference.

Please state briefly, in writing, how each requirement is met. Nothing will be disclosed, unless you give permission after a confidential interview.

### Public Relations Executives £2,750 plus.

We are the largest shipping organisation in the world, a leader in sea transport, road haulage and air freight. For us, a strong International Relations Division is of obvious importance.

We need three men, who will be attached to this Division, but each being responsible for meeting the global p.r. objectives of one of our newly-organised operating divisions: the Passenger Division, the General Cargo and Bulk Shipping Divisions, the European and Air Transport Division. Aged about 28, their experience of this work must enable them to prepare and implement detailed public relations programmes, and conduct them within an annual budget. The writing of all types of p.r. literature, liaison with the media, and advice on design and print production must all fall well within their scope. Please write, giving full details, to Jim Walsley, Personnel Services Division, P & O Building, Leadenhall Street, London EC3.

International Relations Division

### Civil Engineering Opportunities South Africa

The South Africa Iron & Steel Industrial Corporation Limited (ISCOR) is the largest steel producer on the African Continent. Big development plans mean tremendous expansion and good opportunities for suitably qualified Civil Engineers to plan and assist with the construction of a multi-million pound fully integrated steelworks at Newcastle in Natal.

Vacancies exist for: PROJECT ENGINEERS R 8328 (Approx: £4664) per annum. CONSTRUCTION ENGINEERS per annum.

SECTION ENGINEERS Maximum salary R 7428 (Approx: £4100) per annum. (Project and Construction work)

The successful applicants will be responsible for planning, controlling and directing civil construction work, practicality studies, estimating, specifications and design work.

Candidates must be in possession of a B.Sc. Engineering Degree or equivalent qualifications and have planning and/or construction experience.

ISCOR offers: Modern housing at a maximum rental of R60 (Approx: £24) per month. Free passages for families. Generous annual leave bonus. Good Pension, medical benefit and group life assurance schemes.

For further information and an application form please write to: The Overseas Representative (Recruiting), 723 The Alderley, John Adam Street, London WC2N 6PL.

Completed application forms should be returned by October 20th. Selected Applicants will be interviewed at the end of October.



### NEW SCOTLAND YARD

### Main Grade Surveyor Technical Officer Grade 1

BUILDING SURVEYORS' BRANCH ARCHITECT AND SURVEYORS' DEPARTMENT

MAIN GRADE SURVEYOR (Ref: MGS/DT)

Applicants must be ARICS (Building) or Registered Architects. They must have the capacity for analysing problems, a good knowledge of building maintenance techniques and staff and project management experience. The successful candidate will be responsible for the care and maintenance of all police buildings in an area of Greater London.

Pay: £2,758 (including London Weighting Allowance), rising with service to £3,511 p.a. 5 weeks annual leave rising with service to 6 weeks.

TECHNICAL OFFICER GRADE 1 (Ref: TO1/AS/DT)

Applicants should possess HNC (Building) or the equivalent. They should have a sound knowledge of building construction, experience in control of staff and in the management of contracts for small works and estimating their costs. The successful candidate will be directly responsible to the Surveyor for the care and maintenance of all police buildings in part of his area.

Pay: £2,402 (including London Weighting Allowance), rising with service to £2,758 p.a.

4 weeks 2 days annual leave rising with service to 6 weeks. For further particulars and application form send a postcard quoting the appropriate reference to: The Secretary, Room 733, New Scotland Yard, Broadway, London, SW1H 0BG or telephone 01-230 1212 extension 2505.

### IZAL

### Field Sales Manager

Aged under 35 years required to lead an energetic team of salesmen and merchandisers selling to grocery, hardware, and allied trades in NORTH LONDON, PART BEDFORDSHIRE, Essex, SUFFOLK and NORFOLK. The man we choose will be required to live centrally, will be capable of training and motivating salesmen with an analytical approach to sales, plus a knowledge and understanding of the grocery trade. The position carries an attractive salary and is superannuated. Company car provided.

Write for application form to: R. W. Glenworth, Personnel Officer, Ref: 11570/DT

Izal Limited

Thorncliffe, Chappeltown, Sheffield, S30 4YP.

NEWTON CHAMBERS

### DONCASTERS MOORSIDE LIMITED

### TECHNICAL SALESMAN

SINTERED METAL COMPONENTS

Doncasters Moorside Limited, Oldham, Lancs. a Company in the Iron and Steel Group of British Domestic Iron and Steel, is seeking applications from experienced technical salesmen with a proven knowledge of the sintered metal component market. The duties of the position will be to sell sintered metal components and to effect enquiries and orders for the manufacture of sintered metal components. A key factor in the final selection will be the candidate's knowledge of the industry, his contact with existing customers, his ability to sell, plus his potential to develop new business. The successful candidate will be able to develop his own initiative within clearly defined responsibilities. A car will be provided and the position will entail extensive travel in the United Kingdom. Staff pension scheme, Personal Expenses, Long Salary Continuity with Reservists.

Applications in writing to: Mr. R. Kinnaway, Group Personnel Officer, Doncasters Moorside Limited, Birley House, Wadsworth, Oldham, S10 7JL.

### WORKS MANAGER

COOKSON AND ZEN LTD., a rapidly expanding company manufacturing storage tanks, vessels and fabricated pipe work, with a turnover of £1m. require due to expansion, in the new position of Works Manager, a man who will be directly responsible to the Managing Director for the entire works function. The applicant will be aged 35 to 45 years and will be preferably a qualified engineer. He will have had previous experience in works management and handling works personnel. A knowledge of the manufacture of steel vessels and fabricated pipework would be an advantage. Commensurate remuneration will be in the region of £2,500 per annum coupled with an attractive average pension scheme. The company will assist in the expenses of relocation. Please apply in writing giving full details to the Managing Director, Cookson and Zen Ltd., Station Road Works, Huddersfield, Wadsworth.

### CIBA LABORATORIES

### MEDICAL REPRESENTATIVES

You could be trained to sell our highly successful range of ethical pharmaceutical products to the medical profession. Immediate rewards are high, with a basic salary which is regularly reviewed, boosted by bonuses. To add to these benefits, a Company car is provided and full expenses paid.

You need a successful record of selling in this sphere or to industry—backed by sound educational achievements or experience in a related scientific-based job, such as teaching. The work calls for a high degree of initiative and ability to absorb and communicate the benefits of a wide range of quality pharmaceutical preparations. We are part of an internationally renowned research-based chemical group centred on Basle, Switzerland, whose interests are in the manufacture and distribution of pharmaceuticals, dyes, pigments, photographic materials, agricultural chemicals, plastics, synthetic resins and adhesives and technical application products.

You could start this worthwhile career soon as a comprehensive training course will begin on January 3rd, 1972. If one of the following areas is suitable and you are aged between 25 and 40 years of age, act now by writing to me at the address below giving brief details of your career to date. Please mention the area in which you are interested together with your age and any qualifications relating to this field of selling. 1 Edinburgh and South-East Scotland 2 Hertfordshire 3 Manchester 4 North Wales

D. Whittaker, M.P.S., Home Sales Manager, CIBA Laboratories, Horsham, Sussex.

### Assistant to Chief Accountant (INTERNATIONAL)

This is a first class opportunity for a young recently qualified Chartered Accountant to make his initial move into industry. The successful candidate will assist the Chief Accountant in the Group Financial Controller's department at our Head office in London.

Experience will include the preparation of regular management reports to the Group Board on monthly

accounts, capital expenditure, cash flow and short and long term plans. Knowledge will be gained in the financial control of a highly successful marketing orientated International Group of companies in which the opportunities for advancement are excellent.

An attractive commencing salary will be offered together with commensurate conditions of service.

Interested applicants are requested to write giving brief relevant details to: Personnel Services Manager, Wilkinson Sword Ltd., Southfield Road, London, W.4.



### FIELD SALES MANAGER

Our client is an independent public company selling packaged produce in the packaging industry. Their growth since 1950 has been dynamic, and due to internal promotion wish to appoint a Field Sales Manager.

This position will be filled by a man with energy, enthusiasm and a talent for leadership. He will be fully engaged in the field with the control and motivation of a team of representatives, and his own personal selling in House Accounts. He will be stimulated by selling to a wide variety of industries in the Yorkshire and Midlands area.

Aged about 28, he must have either proven management ability as a Sales Trainer or Field Assistant, for example, or high management potential. Salary will be from £2,200 p.a. all business expenses are paid and a fully maintained car is provided. Conditions include contributory pension and life assurance and non-contributory B.U.P.A. at executive scale.

This is an opportunity for the right man to make an excellent career with a progressive company.

Apply in first instance to: P. Dodd, Regional Manager (Ref: DT/4) White Recruitment Limited, 15, Royal Exchange, Manchester, M2 1BZ.

stating any firms to which you do not wish your application to be forwarded.

### AIR CONDITIONING & HEATING ENGINEERS

Our client is one of the principal Contractors engaged in the design and installation of environmental services for major building complexes.

As a result of increased expansion, a number of vacancies at both junior and senior engineer level have arisen. Applicants should have experience in either air-conditioning or heating services, preferably with a contracting organisation.

Senior Engineers should be capable of running their own jobs and co-ordinating the work of the engineers and draughtsmen in their team. Junior Engineers will be given responsibility from the start and it is hoped they will be handling their own projects within a fairly short time.

The Company has a policy of promotion from within and engineers willing to assume and take responsibility are given every encouragement.

Our client is only interested in men with drive and enthusiasm who, in turn, will be amply rewarded both in job satisfaction and salary for their services.

Please write, quoting Ref. AC/HE, giving details of career to date and current salary, to: Senior Consultant, 24 Gilbert Street, London, W1, stating in a covering letter any company you do not wish your application to be passed to.

### ENVIRONMENTAL SERVICES

### PA ADVERTISING

### Industrial Salesmen

An engineering company with a new concept of selling fast-moving durable equipment in a rapidly expanding market: seek to engage live-wire action-oriented sales representatives, primarily in the London area. They should be aged 25/30, with a sales record of achievement in handling top-level accounts.

Good salary, company car and other benefits appropriate to a key post in a progressive organisation. Letters of application should contain all the relevant facts. (Ref: H8261/DT)

REPLIES will be forwarded direct, unopened and in confidence to the client unless addressed to our Secretary. Please include complete career details, and a covering letter in your application with P.A. and quote the reference on the envelope.

PA Advertising Limited, 2, Albert Gate, London, SW1X 7JU. Tel: 01-235 6050.

### Company Secretary/Accountant

A qualified, experienced man, say early 50's, to fill the above post, with a small professionally orientated company associated with editorial, design and printing. Would suit somebody retired early or made redundant because of mergers. Salary by negotiation; good conditions, pleasant London office; international clients. Position to be filled by 31st December, earlier if possible. Write in first instance to: M G Davenport-Jones Esq, FCA, Davenport, Jones & Co, 521 Kingsbury Road, London NW9 9EG.

### GEOPHYSICIST

London based

A Geophysicist is required by the Gas Council to assist in its exploration activities in the U.K. and on the U.K. continental shelf.

Applicants should hold a first degree in physics or geology and have five to ten years' experience in exploration geophysics, some of which should have been spent with an oil company. Although the duties will primarily be concerned with the interpretation and mapping of seismic data, experience in operations is also required. The appointment will provide excellent opportunities to broaden experience in fields allied to exploration geophysics.

Salary will be commensurate with age and experience in the range £3,180-£4,086.

Please telephone or write for an application form, quoting reference PS/EX/844, to the Personnel Manager, The Gas Council, 59 Bryanston Street, Marble Arch, London, W1A 2AZ. Tel: 01-723 7030 ext. 2503.

Closing date for application is 16th November.

### GAS COUNCIL

### Postsmouth Polytechnic DEPARTMENT OF BIOLOGICAL SCIENCES

### Electron Microscope Technician Post No. 287

Applications are invited from technicians who have had some training in the preparation of animal and plant tissues for electron microscopy. They must be familiar with the use of an ultramicrotome, and be capable of producing electron micrographs. An operational knowledge of a Philips EM 300 would be desirable.

Preference will be given to holders of the City and Guilds Certificate in Electron Microscopy Techniques, but relevant experience will be taken into consideration.

Salary Scale—Grade T3/4 £1,194-£1,653 per annum.

Applications are obtainable from the Staff Officer, Ravelin House, Alexandra Road, Portsmouth PO1 2QJ. Closing date 29th October, 1971.

### BRANCH MANAGER SOUTHAMPTON £2,700+

Position: The appointee will be responsible for the management and development of our business in motor and plant hire purchase, personal loans and 1st and 2nd mortgages.

Qualifications: We are looking for a man of drive and ambition, able to supervise and expand an existing branch knowing he has the backing of one of the largest companies in the U.K.

Age: 25-35.

Location: Southampton.

Conditions: Attractive salary for right man, company car, pension scheme and fringe benefits. Your application will be treated in absolute confidence and letters of application should be addressed to: Mr. W. T. Hender, Managing Director, General Finance Corporation Limited, 10, Abchurch Lane, London EC4N 3DF. Tel: 01-475 1111.

A GREAT UNIVERSAL STORES GROUP COMPANY

### Production Planning Manager

A vacancy exists at the Burnley factory of Belling & Co. Ltd. for a man capable of effective direction and co-ordination of all aspects of production control, materials control and work study. This is a senior management appointment and the successful applicant will report directly to the Works Manager on all problems associated with his task.

It is anticipated that applicants will be between 30 and 45 years of age and have gained several years of successful experience in roles associated with production planning. Academic qualifications would be an advantage but are not so important as drive and initiative backed by practical knowledge. The salary is negotiable in the region of £3,000 p.a.

Write, giving full particulars, to the Company Works Manager, Belling & Co. Ltd., Enfield, Middlesex.



### Lighting Representative

West London & Middlesex Area

A vacancy has arisen for a Lighting Salesman based at Croydon to take over current accounts with users, contractors and certain wholesale in the West London and Middlesex areas.

The successful applicant will have sound selling experience and have practical knowledge of the lighting and/or electrical distributive industry. Interested applicants should write, quoting ref. 125 to Mr. E. G. Johnson, Personnel Officer, Philips Electrical Ltd., Century House, Shaftesbury Avenue, London WC2H 8AS.

### PHILIPS

### EXPORT SALES MANAGER

A public Company manufacturing decorative products for sale to the public has decided to appoint an export sales manager to handle their fast growing export business.

Applications are invited from men between the ages of 25 and 40 who have the following qualifications: (a) Extensive practical selling experience of consumer goods. (b) Marketing and/or administrative experience in a management capacity. (c) Fluency in either French or German.

The ability to run the whole export operation, including the opening of new markets and to co-ordinate the activities of overseas subsidiaries. It is anticipated that overseas travelling will amount to approximately 12 weeks per annum. The Head Office will be mainly in the East Midlands. The successful applicant will be paid a competitive annual salary of £3,000 per annum. A company pension scheme will be available together with a full range of employee benefits. All applications should be sent to: E.S.1034, Daily Telegraph, E.C.C.







Australian Golf

OSTERHUIS TRAILS Y 4 STROKES AFTER FIRST ROUND 68

By TERRY SMITH at Surfers Paradise, Australia THE Australian Bob Shaw who lives in the United States, had an amazing seven-der-par homeward half to take a one-stroke lead in yesterday's first round of the Australian Championship at Surfers Paradise, near Brisbane.

He finished with a six-under-par 64, and his closest rival in an event that carries prize-money of nearly £10,000, plus the gate takings, is the New Zealander rry Kendall.

After Oosterhuis is hot on it tracks with a 66, while other British entrant, Maurice Bembridge, the new rior Masters champion, is at a 69.

Shaw, who is living in Florida he attempts to make the lead on the United States circuit, said after the start: "My ambition is to represent Australia in the 1972 World Cup."

Testing greens He needed only 12 putts during a splendid run on the back 9, despite having to contend with greens that were rough and dry.

On one stage Shaw had a string five birdies in a row from the 14th to the 18th holes and he had his round with further birdies at the 17th and 18th holes.

The 15-stone Australian showed fair at the finish which his rival Lee Trevino would have liked. He dropped a huge putt to 69 for a birdie at the last hole.

Expensive lapse He was poised to grab the lead on Shaw until he had a two-der-par six at the 16th, where he played a poor chip and then re-putted.

Oosterhuis who took the option using the big American ball, said it should have been better. He dropped a seven-footer for birdie at the eighth, salvaged a very good putt from the 14th and then missed a putt at the 15th and 16th holes.

Oosterhuis then spoiled his three-putting on each of the next two holes. Bembridge looked set for a good round when he picked up birdies the first three and fourth holes, but he took three putts at the 14th and 15th holes.

He finished with a six-under-par 64, and his closest rival in an event that carries prize-money of nearly £10,000, plus the gate takings, is the New Zealander rry Kendall.

After a reasonably successful pilot last season The Onedine Line (B.C.1, 9.20 p.m.) tonight reaches the status of a 15-part series. It is designed to "combine the glamour of the square-rigged sailing ships of the 1860s with action, adventure and a realistic view of the harshness of Victorian life."

The second Late Night Line-Up (B.C.2, 10.45 p.m.) devoted to television and the way it is received in the regions beyond London, comes from Manchester. A studio audience of viewers, critics and broadcasters will join a discussion to be led by Phillip Whitehead, the former ITV producer who is now a Labour M.P.

Yorkshire TV Colour Channel 47 9.30 a.m.-2.30 p.m. London. 2.30 p.m.-6.30 p.m. Yorkshire. 6.30 p.m.-10.30 p.m. Yorkshire. 10.30 p.m.-12.30 a.m. Yorkshire.

Granada Colour Channel 59 9.30 a.m.-2.30 p.m. London. 2.30 p.m.-6.30 p.m. Yorkshire. 6.30 p.m.-10.30 p.m. Yorkshire. 10.30 p.m.-12.30 a.m. Yorkshire.

Channel 5, TV 10.20 a.m.-12.15 p.m. London. 12.15 p.m.-2.30 p.m. Yorkshire. 2.30 p.m.-6.30 p.m. Yorkshire. 6.30 p.m.-10.30 p.m. Yorkshire. 10.30 p.m.-12.30 a.m. Yorkshire.

Channel 5, TV 10.20 a.m.-12.15 p.m. London. 12.15 p.m.-2.30 p.m. Yorkshire. 2.30 p.m.-6.30 p.m. Yorkshire. 6.30 p.m.-10.30 p.m. Yorkshire. 10.30 p.m.-12.30 a.m. Yorkshire.

Channel 5, TV 10.20 a.m.-12.15 p.m. London. 12.15 p.m.-2.30 p.m. Yorkshire. 2.30 p.m.-6.30 p.m. Yorkshire. 6.30 p.m.-10.30 p.m. Yorkshire. 10.30 p.m.-12.30 a.m. Yorkshire.

Channel 5, TV 10.20 a.m.-12.15 p.m. London. 12.15 p.m.-2.30 p.m. Yorkshire. 2.30 p.m.-6.30 p.m. Yorkshire. 6.30 p.m.-10.30 p.m. Yorkshire. 10.30 p.m.-12.30 a.m. Yorkshire.



Bob Shaw, the leader with six-under-par 64



Maurice Bembridge, who opened with a 69.

Lancome Golf

Fit-again Jacklin seeks £8,000 prize

By MICHAEL WILLIAMS in Paris ANY new golf tournament needs a little luck in its formative days, and the inaugural champions tournament for the Lancome Trophy at St Nom de la Breche last year was quickly imprinted on everybody's minds when Tony Jacklin finished eagle, birdie to beat Arnold Palmer by a stroke.

Now, this tournament, with its select field of eight, has come round again. Jacklin, naturally defending, and Palmer being one of seven intent on knocking him off his perch.

There is, too, a good deal of incentive for the participants for this invitation event is broken down in such a way that were it included on the British tour, it would be an instant rebellion, if not a riot.

The first prize is worth £8,500, but the gallant runner-up—missing perhaps a couple of putts—will have to be content with £3,500.

Touch of compassion The £7,500 difference is unusual, to say the least, but it does ensure that everyone tries, and there is also a touch of compassion there, after all, for those who finish third and worse collect £2,000 from sponsors who are already hospitable hosts.

The field this year is more than ever in a contest for Jacklin, Palmer and Gary Player, winner last week of the Piccadilly world match-play championship and world number one English-speaking competitor.

The others are the ever-surging Roberto de Vicenzo, Juan Jose Garcia, Chile, Chi Rodriguez and someone who, in a case of who's who, is again a case of who's who.

every drive hit the right spot on the fairway and approach shots left him very little to do on the green. He was out to five under par, and if one or two short putts and a few birdies would have been a dream round.

Worst conditions Coles and Brian Barnes were first out in the morning and probably had the worst of the conditions. An overnight thunderstorm had left the fairways with very little run in them, and some drives stopped like stones.

Whitehead had an adventurous outward half and was either over or under par until the ninth hole. He collected five birdies going to the green, holding a very long putt for a two at the short hole, but otherwise having no particular good fortune.

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Jacklin... out to earn £7,500 more than the runner-up.

Player, his tall up after last week, could be the man. With autumn now scattering the leaves, softening the greens and taking the fire out of the fairways it could, nevertheless, still be a low-scoring tournament and Soit's course-record, six-under-par 66 might be in some danger.

Strike foils Player Player has also caused some amusement and, no doubt, a little wrath, too, in his failure for physical fitness. His daily training runs have been thwarted by the Paris Metro strike and consequent traffic jams, but he has found a ready compromise.

He has instead taken to running up and down the stairs of his seven-storey hotel five times every evening. It is the sort of exercise which Percy Ceruri, the Australian athletics coach, brought up the great Herb Elliott.

Who wins, of course, is the eternal imperishable since it is again a case of who's who.

David Bedford, 21, Britain's middle-distance record holder, has been awarded three honours in the 1971 awards announced yesterday by the Amateur Athletic Association.

He will receive the C. N. Jackson Memorial Cup (outstanding performance in the Harvey Memorial Cup (best champion of the year) and the Carborandum Gold Trophy (best U.K. performance in A.A.A. championships). Other awards include:

Yachting ELMS SECOND SNIPE VICTORY The American Earl Elms won the third race in the Snipe World Championship in Rio de Janeiro, and with an earlier victory to his credit has an 18-point lead overall, reports U.I.

Rodney Pattinson, the British representative, is lying seventh overall, 37 points behind Elms.

Professional Leaders 67-68. R. Whitehead (Moort Park); 69-70. N. Coles (Coombe Hill); 71-72. P. E. Wilcock (Warren Hill); 73-74. F. Y. Butler (Embsay); 75-76. C. A. Clark (St. Peter's); 77-78. P. E. T. Tarrant (Portsmouth); 79-80. J. R. Brown (Dunstable); 81-82. J. R. Brown (Dunstable); 83-84. J. R. Brown (Dunstable); 85-86. J. R. Brown (Dunstable); 87-88. J. R. Brown (Dunstable); 89-90. J. R. Brown (Dunstable); 91-92. J. R. Brown (Dunstable); 93-94. J. R. Brown (Dunstable); 95-96. J. R. Brown (Dunstable); 97-98. J. R. Brown (Dunstable); 99-100. J. R. Brown (Dunstable); 101-102. J. R. Brown (Dunstable); 103-104. J. R. Brown (Dunstable); 105-106. J. R. Brown (Dunstable); 107-108. J. R. Brown (Dunstable); 109-110. J. R. Brown (Dunstable); 111-112. J. R. Brown (Dunstable); 113-114. J. R. Brown (Dunstable); 115-116. J. R. Brown (Dunstable); 117-118. J. R. Brown (Dunstable); 119-120. J. R. Brown (Dunstable); 121-122. J. R. Brown (Dunstable); 123-124. J. R. Brown (Dunstable); 125-126. J. R. 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TORIES' STRANGE EXERCISE IN COSINESS

By ANDREW ALEXANDER in Brighton AFTER the relative excitement of demanding Europe and the noose on Wednesday, the Tory Conference yesterday was able to lapse back into quiet complacency on financial themes. [Reports—P8 & 9.]

The opening debate, on the economy, really was a strange exercise in cosiness in view of the current rates of inflation and unemployment.

This is not to say that delegates did not refer to the issues at all. They shook their heads sadly over unemployment from time to time, embedded as the issue was in a series of speeches mainly stressing tax matters.

But inflation was remarkably well ignored. This enabled Mr Barber later to shake his head too and lament when it came to inflation and unemployment, "the inheritance" from Labour which was (of course) to blame for both.

Too rich or too poor? Perhaps the speakers from the floor were either too rich or too poor to be particularly affected by the inflation issue.

The disincentive effect of high taxation continued to inspire many speeches. Mr Symonds "Snut Bucks" who displayed a familiar Tory knack for putting a generally sound theme in unattractive language, told the Government that it should care more for the entrepreneurs—the men of excellence—as he kept calling them.

Their excellencies, it seemed, labour still under a series of very heavy burdens. This was an easy atmosphere for Mr Barber who can always be relied on at party conferences to sound bright, eager and confident.

And yesterday the conference responded with a bright, eager and confident ovation. His was a politically well judged speech, even if certain passages smacked of economic naivety on a grand scale.

Mr Barber explained that he had a four-point plan for dealing with inflation. It sounded, in practice, like a four-point plan for carrying on as before in the hope that what has failed so far will succeed in future.

From there the conference turned to industrial relations (which presented Mr Carr with no problems) and education (which presented Mrs Thatcher with only a few). She spoke, as usual, in italics and sounded very confident.

Air of tension It was only Ulster that produced an initial air of tension. But when that debate was over, the whole done up with health, this is no small relief in Irish matters these days.

About half a dozen Young Conservatives on the edge of the audience made noises like Young Liberals from time to time, but otherwise the only note of dissent came from a West Country delegate who wanted to end Stormont.

The conference growled angrily at him until it discovered that he also wanted to treat the Southern Irish as foreigners, insisting on their having passports and removing from them any right to vote in Britain. The growls then gave way to hearty cheers.

The only Northern Irish delegate called was a woman who managed to hit just the wrong note, sounding more like someone opening a village fête than an arriving a beleaguered province. But Mr Maulding, replying to the debate, struck a fine and more vigorous note than usual. So the audience was well pleased.

RAID REWARD OFFER By Our Crime Staff THE Raffle Executive yesterday offered a £1000 reward for information given to the police which will lead to the conviction of any of the men concerned in the £30,000 jewellery raid at Asprey and Birch and Garden in Church Lane, London, on Tuesday. Three men were helping police with their inquiries yesterday.

ADVERTISMENT is 'CHESTY CATARRH' STILL PLAYING YOU UP? IT IS particularly with those of us not as young as we were!

WHAT HAPPENED WAS THIS. We shook off most of our last heavy chest cold. BUT TO THIS DAY THERE'S STILL A LITTLE CATARRH ON OUR CHESTS.

Death duty By H. B. BOYNE

Continued from Page 1 during the next few months, with a view to action. Apart from this, Mr Barber's speech avoided anything in the nature of a policy announcement.

His message to the unemployed and those "hard pressed by inflation" was: "We are determined to win this battle, and we are winning. The economy is beginning to recover."

"The expansion that we planned for has been slow in coming, but sales in the shops are now rising and there is growing optimism in British industry. Taxes are down, interest and mortgage rates are down, private housebuilding is booming."

"I have no doubt that over the coming year the rate of increase in the cost of living will come down, and I have no doubt that unemployment will come down."

The Chancellor gave these reasons for his confidence that the counter-attack on rising prices will succeed:

1—The Confederation of British Industry's ceiling of 5 per cent was devised by industry, not imposed upon it.

2—The action taken by Government and industry gave assurance to the responsible trade union leaders that moderation in pay claims would be matched by a real guarantee of steadier prices.

3—The need for companies to keep to the CBI pledge to limit on wage settlements.

4—The greater prospect of price stability had enabled him to take deliberate action to promote faster economic growth.

"Never in any previous year has any British Government taken so much action with the direct purpose of creating more employment," Mr Barber asserted.

Unemployment of progress What was perhaps the outstanding speech of the debate on the economy came from Mr Ron Ensor, chairman of the Conservative trade unionists.

Like some of the more sensible trade union delegates at the Labour Party Conference last week, he made the point that the unemployment of today is "the unemployment of progress" stemming from scientific and technological advance.

He argued that the way to tackle it is in think anew about the wage structures, the length of the working week, and the pace of retirement in other words, let higher productivity finance more leisure.

"We must accept that there will be a diminution of the number of workers in manufacturing industries, and that this is progressive and permanent because this is what science and technology are all about," Mr Ensor said.

RE-TRAINING By JOHN RICHARDS Continued from Page 1 an extra 4,000 places at training centres by the end of the winter.

Other steps include: Improved training allowances in areas of high unemployment. Sending workers to colleges over 18-year-olds to colleges of further education.

Using spare capacity in factories for retraining unemployed workers; A major publicity drive to get more people to use Government centres.

Separate administration A departmental survey of employment services is looking at several possible improvements including separation of jobbing and vocational guidance from the registration of unemployed workers and paying out of benefit.

URGENT TALKS ON UCS ORDER

By JOHN PETTY City Staff THE Minister for Industry, Sir John Eden, promised Irish Shipping yesterday that he would have "urgent consultations" with his colleagues on assurances sought by the firm before switching £13 million orders from Upper Clyde Shipbuilders to its successors, Govan Shipbuilders.

He said after two-hour talks in London that he hoped to give a "substantive reply" by the end of next week.

This will give the Government further time to see whether the Upper Clyde ship stewards will accept the new Govan company, which hopes to save the jobs of the four shipyards in the group.

Irish Shipping's four 26,000-ton bulk carriers on order are the next ships to be built at the Govan yard, formerly Fairfield's. Many redundancies will be inevitable within a year of the contract is not confirmed.

DAVIES ATTACK By Our Political Correspondent in Brighton Continued from Page 1 course its more comfortable to avoid confrontation with underlying problems of fundamentally unshared enterprises.

But to suggest that that kind of weakness signifies comparison of any kind is just sheer hypocrisy. "I am now reaping much of the bitter harvest Mr Benn himself has sown and I resent profoundly his utter irresponsibility in his utter unconcern for the consequences of his own acts."

Rescue from disaster Referring specifically to U.C.S., Dr Davies said matters had now taken a turn that allowed some hope of shipbuilding being maintained in the Upper Clyde and a large number of people being able to look forward to continuing employment where even a few days ago the prospects were utterly bleak.

"My concern throughout has been to try and rescue from the disastrous situation which Mr Benn engineered the best possible unit which could have prospects of long-term success.

"I hope we are on our way to that now, but if we are it is certainly not thanks to him whose intervention has continued its traditional role of damage and irreparability."

The chief point of Mr Davies's speech which earned him a standing ovation was to maintain that only when the whole country moved forward in economic health could any particular industry prosper.

He utterly refuted Opposition charges that the Government and Conservatives in general were callous and indifferent to unemployment and to regional deterioration.

He said: "People like me who started our life's work at a time of excessive and chronic unemployment are unlikely to forget the impact it had upon us and unlikely to fail to exert every effort to ensure that such a scourge should never return."

CEYLON LEADER WILL VISIT BRITAIN By Our Diplomatic Staff Mrs Bandaranaike, Prime Minister of Ceylon, is to have talks on Indian Ocean security with Health and Sir Alec Douglas-Home, in London at the end of this month.

She is also expected to discuss the 'Che Guevarist' uprising in Ceylon earlier this year. There has been concern in London over increasing Chinese influence in the island.

Mrs Bandaranaike will be in London shortly before Mrs Gandhi, the Indian Prime Minister, who arrives on October 29 for talks with Mr Heath. President Tito of Yugoslavia is also expected to be in Britain for discussions early next month.

'I AM ILL' SAYS BOURCUBA By Our Tunis Correspondent President Bourguiba of Tunisia was re-elected President of the ruling Neo-Destour Socialist party yesterday at the party's eighth congress held in the President's home town of Monastir.

The President, who has been having medical treatment for nearly six months, named his Prime Minister, Mr Hedi Moutir, 52, as his eventual successor. "I am ill, I don't have much time to live," he said.

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DEATHS (Continued) REFRESHED—On Oct. 11, at his home, suddenly, George... [Details of deaths]

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No. 14,255 ACROSS 1 Teaches disposal of undesirable property (7) 3 A blood-sucker anything but cross (4) 5 Man of the House? (15) 10 Single and only partly educated apparently (4) 11 Cf. overcast (5) 12 To a degree it attracts its victim (4) 13 One who lures ten odd with refrigerating agent (7) 16 What the prisoner did in wife's cape disguised (7) 17 Pole ran off wildly—yellow? (7) 19 Undertake to be in favour of princely payment (7) 21 Filzgerald found in him nothing to disfigure (4) 22 Uzzed to be pelted by his crowd? (5) 23 Frown where wild oats are sown (4) 26 Prevent angry Tom making contemporary sort of rule (5, 10) 27 Act... (4) 28 ... which helmy resident is discussed (7)

DOWN 1 Walk bravely into a river and blow up (7) 2 Electrical contrivances 28 across by the 9 across? (7, 7) 3 Whatever heartens devils (4) 4 Acrobat who should be able to carry his drink (7) 5 A great weight certain to be removed from the head (7) 6 Cheeky fellow? (4) 7 Indicated a negative in 27 across (7) 8 Underworld post constitutes (4) 13 Cut the runs (5) 14 Apparently a lay is in progress West of London (3) 17 Cork traffic policeman? (7) 18 Variation on dirge from Africa (7) 19 Give prior care to make believe (7) 20 Insisted on payment for former scenes in front of the editor (7) 24 Halt the Pyrenees ablaze (4) 25 He is much affected (4)

QUICK CROSSWORD ACROSS 1 Sanderling 5 Man 8 servant 9 Coming into being 10 Knocked out 14 An animal 15 Tipped 17 Writing requisite 19 Fortunate 22 Kind of a quilt 23 Girl's name 24 AD in petter (mus.) 25 Havers

DOWN 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25

SOLUTION NO. 14,254 ACROSS: 1 Sanderling 5 Man 8 servant 9 Coming into being 10 Knocked out 14 An animal 15 Tipped 17 Writing requisite 19 Fortunate 22 Kind of a quilt 23 Girl's name 24 AD in petter (mus.) 25 Havers

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For a change on Sundays, try your skill with THE SUNDAY TELEGRAPH prize crossword.

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